



Industry Programming Guide

4-9 March, 2016

قمره
Qumra

مؤسسة الدوحة للأفلام

DOHA FILM INSTITUTE

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Welcome to Qumra

Doha Film Institute presents the second annual edition of Qumra, an initiative that seeks to provide mentorship, nurturing and hands-on development for emerging filmmakers from Qatar and around the world. The primary motive of this international gathering of creative film professionals is to contribute to the development of emerging filmmakers, with a special focus on first-and second-time directors. Twenty-three feature-length and ten short films at various stages of production have been selected to benefit from mentorship labs and business meetings with experts from 4 to 9 March, 2016.

Alongside this meeting of minds, the Institute presents five evenings of film screenings followed by question-and-answer periods with the filmmakers and the Qumra Masters – acclaimed directors Nuri Bilge Ceylan, Naomi Kawase, Joshua Oppenheimer, James Schamus and Aleksandr Sokurov.

Qumra in Brief

CONSULTATIONS

Meet the Masters

Participants with projects in development engage in individual consultation sessions with one of the Qumra Masters.

One-on-One Tutorials

Individual advisory sessions tailored to the needs of the project at hand. Industry experts will cover a broad range of subjects, from financing strategies and legal considerations for co-productions, to festival strategies and sales.

Preparatory Meetings

Briefing meetings for project delegates with moderators and mentors to prepare for their screening and feedback sessions, and consultations with Qumra experts.

Rough Cut Consultations

Intensive sessions with industry experts offering individual consultation to grantees with projects in post-production, providing bespoke advice for post-production, editing and seeking finishing funds.

Script Consultations

Intensive individual consultations with expert script advisors for projects in the early stages of development. Sessions include online follow-up.

GROUP TUTORIALS

International Sales and Markets with Frédéric Corvez

This session introduces the main aspects of international sales practices in order to provide an increased understanding of the current marketplace for internationally oriented, author-driven films. The session looks at common modes of sales agent involvement, the producer/sales agent relationship, key festivals and markets for launching films internationally, territories overview, and sales and recoupment practices.

Legal Aspects of Co-Production with Jovan Marjanović

An introduction to the main aspects of international co-production practice, covering the differences between official and non-official co-productions, the main provisions in co-production treaties, common clauses in co-production agreements and revenue-sharing models.

Overview of the Development Process with Isabelle Fauvel

How are the different stages of development identified? Which writing phase have you reached? How can you maintain some distance from your work? When should a consultant step in? Or a co-writer? How should you find and select them? When and how should you present your project to the market? Should you present a script or a treatment? What is a mood book? These and many more are the questions that a director or a producer can ask themselves during the lengthy development process for any feature-length film project. In this tutorial, we will try answering them together.

MASTER CLASSES

Nuri Bilge Ceylan, Naomi Kawase, Joshua Oppenheimer, James Schamus and Aleksandr Sokurov share experiences from their acclaimed careers in dialogue with Qumra participants. Conversations are moderated by Paolo Bertolin, Jean-Michel Frodon and Richard Peña.

MATCH MADE MEETINGS

Pre-arranged one-on-one meetings in which participants present their projects to industry experts and discuss opportunities for collaboration.

PROJECT SCREENINGS

Industry Screenings

Exclusive preview screenings of 20-minute excerpts from the 12 narrative and documentary Qumra projects that are completed or in post-production, for selected broadcasters, market representatives, sales agents and distributors.

Picture Lock Screenings

Exclusive presentations of four feature-length Qumra projects in the final stages of post-production. Twenty-minute excerpts of projects are screened for selected festival programmers and industry experts.

Work-in-Progress Screenings and Feedback

Closed screenings of 20-minute excerpts from the four narrative and four documentary Qumra projects in post-production. A panel of selected industry experts provides immediate, individual feedback tailored to each project.

PUBLIC SCREENINGS

Modern Masters

The Qumra Screenings include the Modern Masters series – a showcase of films presented by Qumra Masters Nuri Bilge Ceylan, Naomi Kawase, Joshua Oppenheimer, James Schamus and Aleksandr Sokurov.

New Voices in Cinema

The Qumra Screenings also features a selection of critically acclaimed feature-length and short films supported by the Doha Film Institute.

QUMRA SHORTS

For its second edition, Qumra introduces an intensive workshop during which 10 Qatar-based filmmakers will present their short film projects, currently in development, to a group of international industry professionals, including script consultants, producers, lab representatives, programmers and buyers, all of whom are experts in the short form. The programme seeks to continue the Doha Film Institute's support for filmmaking talent in Qatar.

QUMRA SHORTS GROUP TUTORIALS

The International Festival Circuit with Sydney Levine

This introduction to the international film festival and market circuit sets the stage for understanding how to present your film and your next project to film-business executives, possible co-producers, financiers, etc. It provides a practical overview of the key issues to consider in choosing the best festivals and/or market events that best suit scripts, projects in pre-production, or completed films. Emerging filmmakers can then create the ideal marketing campaign to advance their films and further their career while approaching buyers, distributors and financiers.

Writing Short Films in the Middle East with Claire Dobbin

A scriptwriting session in which writers work as a group to develop ideas for short films set in the Middle East. Prior to the session, participants should watch 'Theeb', 'Wadjda', 'The Wizard of Oz' and 'A Separation'. These films will provide a reference point for creating stories based in the Middle East that deal primarily with issues that are relevant to the Arab world. Participants should come to the session with a one-paragraph synopsis of a story set in the MENA region about a character or a group of characters trying to deal with a problem. This is a group session in which participants will work together to develop ideas for short films.

Festivals, International Sales and Digital Distribution with Fred Joubaud

What is the best festival strategy for short films? What are broadcasters looking for? What about releasing shorts online? This session outlines developing cost-effective distribution strategies to gain international and multi-platform exposure for short films.

Short Filmmaking: Find Your Own Voice with Maïke Mia Hoehne

In order to find your place within the international film industry, you need a voice. Let's take a look at the history of cinema, and discover some of the most interesting voices in filmmaking today who have made great short films. Looking at some of the masterpieces of short filmmaking will help you understand the mechanisms of the art form, and deepen your feelings about your own work, your stories and images – to find your own voice!

**SPECIAL SESSION:
NU-Q QATAR MEDIA INDUSTRIES FORUM****Premiere release of 'Media Industries in the Middle East, 2016' and discussion of key findings**

Exclusively at Qumra, the Doha Film Institute and Northwestern University in Qatar will release this wide-ranging report on the state of media industries in the MENA region, with a special focus on film in the Arab world. After a brief presentation of the key – and most surprising – findings, a panel of experts will discuss what we have learned and what it might mean for the film industry, culture and commerce in the region.

WORKING BREAKFASTS

Moderated working sessions for participants and industry executives in an informal atmosphere. Producers, representatives of labs and festivals, sales agents, distributors and financiers share their expertise and discuss current industry trends.

FRIDAY, 4 MARCH

2:30–4:00 PM

Meet and Greet

MIA – West Courtyard

4:00 PM

New Voices In Cinema Screening**‘Mediterranea’****d. Jonas Carpignano**

preceded by

‘The Palm Tree’**d. Jassim Al-Rumaihi**

MIA – Auditorium

4:00–6:00 PM

Preparatory Meetings

(per personal schedules)

MIA – West Courtyard

4:00–6:00 PM

**Qumra Shorts Group Tutorial:
The International Festival Circuit
with Sydney Levine**

MIA – Classroom

7:00 PM

**Modern Masters Screening:
‘Crouching Tiger, Hidden Dragon’
d. Ang Lee**

Q&A with James Schamus

MIA – Auditorium

9:30 PM

Qumra Opening Night Dinner

Al Jasra Hotel

SATURDAY, 5 MARCH

9:00–10:30 AM

Working Breakfast

MIA – West Courtyard

9:00–10:30 AM

**Script Consultations
Rough Cut Consultations**

(per personal schedules)

MIA – West Courtyard

10:30 AM – 12:30 PM

Master Class: James Schamus

MIA – Auditorium

1:00–2:00 PM

Lunch

The Village – Souq Waqif

2:30–4:00 PM

**Qumra Shorts Group Tutorial:
Writing Short Films in the Middle
East with Claire Dobbin**

Industry Hub – Al Jasra, Al Sanbouk

2:30–6:00 PM

**Script Consultations
Rough Cut Consultations
One-on-One Tutorials**

(per personal schedules)

Industry Hub – Al Jasra, Drawing Room

2:30–7:00 PM

**Work-in-Progress Screenings
Picture Lock Screenings
(Documentary)**

MIA – Classroom (by invitation only)

4:00–6:00 PM

Qumra Shorts One-on-One Tutorials

(per personal schedules)

Industry Hub – Al Jasra, Argan (exterior)

4:30–6:00 PM

**Group Tutorial: Legal Aspects of Co-
production with Jovan Marjanović**

Industry Hub – Al Jasra, Al Sanbouk

4:00 PM

**New Voices in Cinema Screening:
‘Roundabout in My Head’****d. Hassen Ferhani**

preceded by

‘Waves ’98’**d. Ely Dagher**

Q&A with Hassen Ferhani

and Ely Dagher

MIA – Auditorium

7:00 PM

**Modern Masters Screening:
‘Once Upon a Time in Anatolia’****d. Nuri Bilge Ceylan**

MIA – Auditorium

SUNDAY, 6 MARCH

9:00–10:30 AM

Working Breakfast

MIA – West Courtyard

9:00–10:30 AM

**Script Consultations
Rough Cut Consultations**

(per personal schedules)

MIA – West Courtyard

10:30 AM – 12:30 PM

Master Class: Nuri Bilge Ceylan

MIA – Auditorium

1:00–2:00 PM

Festival Representatives Lunch

Damascus – Souq Waqif

2:30–4:00 PM

**Qumra Shorts Group Tutorial:
Festivals, International Sales and
Digital Distribution
with Fred Joubaud**

Industry Hub – Al Jasra, Al Sanbouk

2:30–6:00 PM

**Script Consultations
Rough Cut Consultations
One-on-One Tutorials**

(per personal schedules)

Industry Hub – Al Jasra, Drawing Room

2:30–7:00 PM

**Work-in-Progress Screenings
Picture Lock Screenings
(Narrative)**

(by invitation only)

MIA – Classroom

4:00–6:00 PM

Qumra Shorts One-on-One Tutorials

(per personal schedules)

Industry Hub – Al Jasra, Argan (exterior)

4:30–6:00 PM

**Group Tutorial: International Sales
and Markets with Frédéric Corvez**

Industry Hub – Al Jasra, Al Sanbouk

7:00 PM

Modern Masters Screening:**'The Mourning Forest'****d. Naomi Kawase**

Q&A with Naomi Kawase

MIA – Auditorium

9:30 PM

Dinner

Four Seasons Doha – Garden Terrace

MONDAY, 7 MARCH

9:00–10:30 AM

Working Breakfast

MIA – West Courtyard

10:30 AM – 12:30 PM

Master Class: Naomi Kawase

MIA – Auditorium

1:00–2:00 PM

Distributors' LunchAl Terrace, Al Mirqab Boutique Hotel –
Souq Waqif

2:30–4:00 PM

Qumra Shorts Group Tutorial:**Find Your Own Voice****with Maïke Mia Hoehne**

Industry Hub – Al Jasra, Al Sanbouk

2:30–6:00 PM

Match Made Meetings

(per personal schedules)

Industry Hub – Al Jasra, Drawing Room

2:30–6:00 PM

Industry Screenings:**Works-in-Progress / Picture Lock
(Documentary)**

MIA – Classroom

4:00–6:00 PM

Qumra Shorts One-on-One Tutorials

Industry Hub – Al Jasra, Argan (Exterior)

7:00 PM

Modern Masters Screening:**'Russian Ark'****d. Aleksandr Sokurov**

Q&A with Aleksandr Sokurov

MIA – Auditorium

9:30 PM

Dinner

Four Seasons – Garden Terrace

Daily Agenda

TUESDAY, 8 MARCH

9:30-11:30 AM

Master Class: Aleksandr Sokurov

MIA - Auditorium

12:00 NOON - 1:30 PM

NU-Q Qatar Media Industries Forum Luncheon

Al Daibel Ballroom - Four Seasons Hotel

2:30-6:00 PM

Qumra Shorts One-on-One Tutorials

Industry Hub - Al Jasra, Argan (Exterior)

2:30-6:00 PM

Match Made Meetings

(per personal schedules)

Industry Hub - Al Jasra, Drawing Room

2:30-6:00 PM

Industry Screenings:

Works-in-Progress / Picture Lock (Narrative)

MIA - Classroom

7:00 PM

Modern Masters Screening:

'The Look of Silence'

d. Joshua Oppenheimer

Q&A with Joshua Oppenheimer

MIA - Auditorium

Co-presented with

Northwestern University in Qatar

WEDNESDAY, 9 MARCH

9:00-10:30 AM

Working Breakfast

MIA - West Courtyard

9:30-11:30 AM

Master Class: Joshua Oppenheimer

MIA - Auditorium

12:30-1:30 PM

Light Lunch

MIA - West Courtyard

1:30-7:30 PM

Qumra Closing Event

Desert Camp