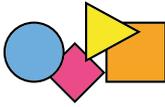




Industry Programming Guide

9-14 March, 2018

Cultural Partners



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College of Humanities & Social Sciences
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24
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Welcome to Qumra 2018

Doha Film Institute is proud to present the fourth 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 goal of this international gathering of creative film professionals is to contribute to the development of emerging filmmakers, with a particular focus on first- and second-time directors. Twenty-three feature-length and eleven short films at various stages of production have been selected to benefit from mentorship labs and business meetings with experts.

Alongside this meeting of minds, the institute presents eight evenings of film screenings followed by question-and-answer periods with filmmakers and the Qumra Masters – acclaimed actor and artist Tilda Swinton, costume designer Sandy Powell, and directors Bennett Miller, Gianfranco Rosi, Apichatpong Weerasethakul, and Andrey Zvyagintsev.

Qumra in Brief

MEETINGS

Preparatory Meetings

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

Script Consultations

Intensive individual consultations with expert script advisors for grantees with projects in the early stages of development.

Rough Cut Consultations

Intensive sessions with industry experts offering individual consultation to grantees with projects in post-production, providing bespoke advice regarding structure and editing.

Meet the Masters

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

One-on-One and Group Tutorials

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

Film Case Study

Filmmakers share their experiences working on a film they directed or produced, covering subjects like development, financing, festival and distribution strategies, sales, and the successes and challenges faced during production.

Group Work Session

Participants share their projects with each other and discuss challenges they are facing. They also have the opportunity to work in groups and develop film packaging and pitch training with the project coach.

Match Made Meetings

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

Working Breakfasts - Breakfast Talks

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.

Working Breakfasts - Feedback Sessions

Pre-arranged moderated group meetings in which participants present their projects for feedback from sales agents, distributors, and financiers.

PROJECT SCREENINGS

Work-in-Progress Screenings and Feedback

Closed screenings of 20-minute excerpts from seven feature-length Qumra works-in-progress. A panel of select industry experts provides immediate, individual feedback.

Picture Lock Screenings

Exclusive preview presentations of five feature-length Qumra projects in the final stages of post-production. Twenty-minute excerpts of projects are screened for select festival programmers, sales agents and distributors.

Industry Screenings

Exclusive preview screenings of 20-minute excerpts from the 12 narrative and documentary Qumra projects that are completed or works-in-progress, for select sales agents, distributors, broadcasters, and post-production fund and VoD platform representatives.

PUBLIC SCREENINGS

Modern Masters Screenings

The Qumra Screenings include the Modern Masters series – a showcase of films presented by Qumra Masters Bennett Miller, Sandy Powell, Gianfranco Rosi, Tilda Swinton, Apichatpong Weerasethakul, and Andrey Zvyagintsev.

New Voices in Cinema Screenings

The Qumra Screenings also feature ‘New Voices in Cinema’, a selection of critically acclaimed feature-length and short films funded by the Doha Film Institute.

MASTER CLASSES

Master Classes with acclaimed actor and artist Tilda Swinton, costume designer Sandy Powell, and directors Bennett Miller, Gianfranco Rosi, Apichatpong Weerasethakul, and Andrey Zvyagintsev.

QUMRA SHORTS

An intensive workshop during which 11 filmmakers present their short film projects, currently in development or post-production, to a group of international industry professionals, including script consultants, filmmaker mentors, producers, lab representatives, and programmers, 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 Short Film Journey: Tips from Mirsad Purivatra, Sarajevo Film Festival

Mirsad Purivatra, Director of the Sarajevo Film Festival, walks participants through an overview of the short filmmaking process, from development and financing to distribution and markets, using case studies as examples. Making a short is often a filmmaker’s first step into the world of cinema, and this session will outline some of the expectations directors can have when developing a film.

Overview of the Short Film Industry with Wouter Jansen, Some Shorts

This introduction to the international short film festival and market circuits sets the stage for understanding how to present films to industry professionals. The tutorial gives insight into how festivals make selections, and gives the basics on how to develop a good festival strategy. The overview is presented by Wouter Jansen of Some Shorts, whose years of experience at film festivals has demonstrated that directors and producers need guidance to make their short films more visible on the international circuit.

Short Film Sales and Distribution with Jan Naszewski, New Europe Film Sales

This group tutorial covers the dos and don’ts of working with sales agents, festival strategies, and why it is important to think about the market before shooting. Is there is a market for short films? Who is actually interested in buying them nowadays? The seminar is led by Jan Naszewski, the CEO of Warsaw-based sales agency New Europe Film Sales, the company behind 10 Academy Award short-listers, Berlinale and Cannes winners, and the short films of Ali Asgari, Daniel Mulloy, Ruben Ostlund, and Magnus von Horn.

'Ave Maria': Film Case Study with Basil Khalil

Academy Award- and Palme d'Or-nominated director Basil Khalil shares his experiences with his short film 'Ave Maria', which premiered at the Festival de Cannes and went all the way to an Academy Award nomination in 2016. Participants will learn how to maximise their film's visibility at minimal cost. On a shoestring budget, Khalil saw 'Ave Maria' selected for more than 200 festivals, and broadcast in more than 60 countries, along with a theatrical release that grossed \$3 million at the box office. He is now a member of AMPAS and sits on the committee that nominates short and animated films for the Oscars.

QUMRA TALKS

Qumra Talks gathers leaders from the film, television, technology, and online worlds to weigh in on a variety of topics.

On Photography with Brigitte Lacombe

In partnership with Northwestern University in Qatar

Acclaimed photographer Brigitte Lacombe and renowned documentary filmmaker Marian Lacombe showcase their collective work in photography and film. The presentation spans Brigitte Lacombe's illustrious 40-year career in the world of cinema, working with some of the industry's biggest names including Leonardo DiCaprio, Martin Scorsese, and Meryl Streep. The Lacombe's also discuss their work on two Qatar-based projects: 'I Am Film' and 'HEY'YA: Arab Women in Sport'.

Virtual Reality: Storytelling through Emerging Media

In partnership with the British Council

This fascinating talk introduces participants to the latest developments in the world of Virtual Reality (VR). Join us as renowned artist Simon

Wilkinson takes us through his career from cinema to the emerging fields of virtual and augmented realities. Wilkinson shares the most critical audience trends of the last decade, as well as his experience gained from producing VR installations. The talk concludes with a question-and-answer session, followed by an exclusive first public viewing of Wilkinson's latest work, 'The Third Day'.

Content for a Fragmented Media Universe

In partnership with Northwestern University in Qatar

The future of media is rapidly changing. Social media and smart devices have disrupted traditional models of consumption, and the media landscape is becoming increasingly fragmented. Jon Kamen, CEO of RadicalMedia, shares his thoughts on these emerging trends, and suggests how businesses can create impactful and compelling content for this new reality.

WEDNESDAY, 7 MARCH

4:30 PM
New Voices in Cinema Screening
 'City of the Sun'
 d. Rati Oneli
 MIA - Auditorium

7:30 PM
New Voices in Cinema Screening
 'Hunting Season'
 d. Natalia Garagiola
 MIA - Auditorium

THURSDAY, 8 MARCH

4:30 PM
New Voices in Cinema Screening
 'Taste of Cement'
 d. Ziad Kalthoum
 MIA - Auditorium

7:30 PM
Modern Masters Screening
 'Okja'
 d. Bong Joon-ho
 MIA - Auditorium

FRIDAY, 9 MARCH

12:30-2:30 PM
Qumra Shorts Work-in-Progress Screening
 MIA - Classroom

2:45-3:45 PM
Meet and Greet
 MIA - Central Courtyard

4:00-6:00 PM
Qumra Master Class: Tilda Swinton moderated by Cameron Bailey
 MIA - Auditorium

7:00 PM
Modern Masters screening
 'Fire at Sea'
 d. Gianfranco Rosi
 MIA - Auditorium

9:30-11:30 PM
Qumra Opening Dinner
 Souq Waqif - Al Jasra Hotel

SATURDAY, 10 MARCH

9:00-10:30 AM
Preparatory Meetings
Work-in-Progress & Picture Lock Projects (Documentary)
 MIA - Seminar Room

Work-in-Progress & Picture Lock Projects (Narrative)
 MIA - Classroom
Projects in Development (Narrative & Documentary)
 MIA - Central Courtyard

9:00-10:30 AM
Qumra Shorts Preparatory Meeting
 MIA - Central Courtyard

10:30 AM-12:30 PM
Qumra Master Class: Gianfranco Rosi moderated by Richard Peña
 MIA - Auditorium

1:00-2:00 PM
Lunch
 Souq Waqif - Damasca One

2:30-4:00 PM
Qumra Shorts Group Tutorial - The Short Film Journey: Tips from Mirsad Purivatra
 Industry Hub - Al Jasra, Al Sanbouk

2:30-6:00 PM
Script Consultations
 (prescheduled)
 Industry Hub - Al Jasra, Drawing Room

2:30-6:00 PM
Rough Cut consultations
 (prescheduled)
 MIA - Seminar Room

2:30-6:00 PM
One-on-One Tutorials
 (prescheduled)
 Industry Hub - Al Jasra, Drawing Room

2:30-6:30 PM
Work-in-Progress Screenings & Feedback and Picture Lock Screenings (Documentary)
 MIA - Classroom (by invitation only)

4:00-6:00 PM
Qumra Shorts One-on-One Tutorials
 (prescheduled)
 Industry Hub - Al Jasra, Argan (Exterior)

4:30 PM
New Voices Short Film Programme
 MIA - Auditorium

7:00 PM
Modern Masters Screening
Footprints of Apichatpong Weerasethakul
 d. Apichatpong Weerasethakul
 MIA - Auditorium

SUNDAY, 11 MARCH

9:00-10:30 AM

**Working Breakfast
Breakfast Talks - Feedback Sessions**

MIA - Central Courtyard

10:30 AM-12:30 PM

**Qumra Master Class:
Apichatpong Weerasethakul
moderated by Richard Peña**

MIA - Auditorium

1:00-2:00 PM

Lunch

Souq Waqif - The Village

2:30-4:00 PM

**Qumra Shorts Group Tutorial:
Overview of the Short Film Industry
with Wouter Jansen**

Industry Hub - Al Jasra, Al Sanbouk

2:30-6:00 PM

Script Consultations

(prescheduled)

Industry Hub - Al Jasra, Drawing Room

Rough Cut Consultations

(prescheduled)

MIA - Seminar Room

One-on-One Tutorials

(prescheduled)

Industry Hub - Al Jasra, Drawing Room

2:30-6:30 PM

**Work-in-Progress Screenings
& Feedback and Picture Lock
Screenings (Narrative)**

MIA - Classroom (by invitation only)

4:00-5:30 PM

**Qumra Talks: On Photography
with Brigitte Lacombe**In partnership with
Northwestern University in Qatar
MIA - Auditorium

4:00-6:00 PM

**Qumra Shorts:
One-on-One Tutorials**

(prescheduled)

Industry Hub - Al Jasra, Argan(Exterior)

7:30 PM

Modern Masters Screening**'Moneyball'****d. Bennett Miller**

MIA - Auditorium

9:30-11:30 PM

Dinner

Four Seasons Hotel - Garden Terrace

MONDAY, 12 MARCH

9:00-10:30 AM

**Working Breakfast
Breakfast Talks - Feedback Sessions**

MIA - Central Courtyard

10:30 AM-12:30 PM

**Qumra Master Class:
Bennett Miller
moderated by Philippe Azoury**

MIA - Auditorium

1:00-2:00 PM

Lunch

Souq Waqif - Damasca One

2:30-4:00 PM

**Qumra Shorts: Short Films Sales &
Distribution with Jan Naszewski**

Industry Hub - Al Jasra, Al Sanbouk

2:30-6:00 PM

Match Made Meetings

(prescheduled)

Industry Hub - Al Jasra, Drawing Room

2:30-6:00 PM

**Industry Screenings
(WIP & Picture Lock Documentary)**

MIA - Classroom

4:00-6:00 PM

**Qumra Shorts:
One-on-One Tutorials**

(prescheduled)

Industry Hub - Al Jasra, Argan(Exterior)

5:00-6:00 PM

**Qumra Talks: Virtual Reality:
Storytelling Through
Emerging Media**In partnership with the British Council
MIA - Auditorium

7:30 PM

**Modern Masters Screening
'The Return'****d. Andrey Zvyagintsev**

MIA - Auditorium

TUESDAY, 13 MARCH

9:00-10:30 AM

Working Breakfast
Breakfast Talks - Feedback Sessions

MIA - Central Courtyard

10:30 AM-12:30 PM

Qumra Master Class:
Andrey Zvyagintsev
moderated
by Richard Peña

MIA - Auditorium

1:00-2:00 PM

Lunch

Souq Waqif - The Village

2:30-4:00 PM

Qumra Shorts: Film Case Study -
'Ave Maria' by Basil Khalil

Industry Hub - Al Jasra, Al Sanbouk

2:30-6:00 PM

Match Made Meetings

(prescheduled)

Industry Hub - Al Jasra, Drawing Room

2:30-6:00 PM

Industry Screenings
(WIP & Picture Lock Narrative)

MIA - Classroom

4:00-5:30 PM

Qumra Talks: Content for
a Fragmented Media Universe

In partnership with

Northwestern University in Qatar

MIA - Auditorium

4:00-6:00 PM

Qumra Shorts:
One-on-One Tutorials

(prescheduled)

Industry Hub - Al Jasra, Argan (exterior)

7:00 PM

Modern Masters Screening
'The Young Victoria'
d. Jean-Marc Vallée

MIA - Auditorium

WEDNESDAY, 14 MARCH

10:30 AM-12:30 PM

Master Class:
Sandy Powell
moderated by Richard Peña

MIA - Auditorium

12:30-1:30 PM

Lunch

MIA - Central Courtyard

2:00-7:30 PM

Qumra Closing Event
Regency Sealine Camp

7:30 PM

New Voices in Cinema Screening
'Beauty and the Dogs'
d. Kaouther Ben Hania

MIA - Auditorium

