

# TALES OF EUROPE

*Discover films and stories of Europe*

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## Project

Tales of Europe is a project co-organized by the pan-European networks Europa International (sales agents) and Europa Cinemas (exhibitors) to support the circulation in the US market of European films, not yet acquired by US distributors. This is the 4<sup>th</sup> edition.

Tales of Europe consists of 2 parts:

- Film program = for sales agents and run by Europa International
- Exchanges of best practices = for exhibitors and run by Europa Cinemas

Partners of the project:

- Europa International: European sales agents
- Europa Cinemas: European exhibitors
- Art House Convergence: US exhibitors
- Privio: Platform for screener links

## Film selection

The program includes up to 12 European films **to be booked "à la carte"** by US exhibitors (art house cinemas, universities, film societies, etc.) with no minimum or maximum number required.

Each film is available for the following fees:

In Person Screenings: \$250 flat fee for up to 2 screenings or 100 tickets (to accommodate theater capacity limits due to COVID-19)

Virtual Screenings: Box office split 50/50 for a one-week run, with extensions to be approved by the sales agent

Hybrid Screenings: \$325 flat fee for up to 2 in-person screenings and a one week virtual run (no box office split on virtual)

## Schedule

The program runs officially from April 1<sup>st</sup> to December 31<sup>st</sup> 2021 meaning that the booker Barbara is actively working to promote the program during those 9 months.

## Delivery

All films are available **on DCP and on CineSend** for virtual screenings. CineSend will handle both virtual files and physical hard drives. Europa International will handle and approve the bookings.

Your films might be available in **DVD or Blu-Ray** if necessary. Europa International **does not handle those formats** deliveries. If there is a request you will be in touch directly with the venue to deal with.

## **Conditions**

**NON-EXCLUSIVE:** The deal with the venues is non-exclusive. You can keep on booking your film by your side.

**INFORMATION FLOW:** Just let us know your activities for the film in the US (bookings, festivals, talents venues, events, etc.) in order to coordinate both activities, your regular business and our program. If you find a distributor let us know, we can keep on working with the film in the program with the distributor attached.

**CONTRACTUAL AGREEMENT:** Be aware that you accept the use of a new synopsis as we asked a US expert to write specific burb for your film according to the US audience and to our brochure format, and to renew your membership fees for 2021.

## **Contact**

As for the previous edition, Barbara Twist will be the person dedicated to the run of the program in the US. She is the former managing director at Art House Convergence. She was listed on Celluloid Junkie's Top 50 Women in Global Cinema in 2017<sup>1</sup>, featured in BoxOffice's "Women in Exhibition and Distribution" October 2015<sup>2</sup>, and has participated on many festival and conference panels on contemporary exhibition issues and micro distribution strategies.

Barbara Twist:

[info@europa-international.org](mailto:info@europa-international.org)



**Don't hesitate to contact Barbara about your film and the programme.** Make sure she knows about your activities in the US regarding your film (bookings, festivals, talents venues) to work hand-by-hand.

## **Benefits**

With the program, your film will benefit from:

- Promotional activities for the program (digital, print, sponsorships and events)
- Booking activities with logistical management, supervision of the deliveries including fees, collection of box office reports, billing and subsequent collection efforts
- Exchanges with the US industry

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<sup>1</sup> <https://celluloidjunkie.com/2017/03/08/cjs-top-50-women-in-global-cinema-2017/>

<sup>2</sup> <https://pro.boxoffice.com/the-vault/boxoffice-pro-magazine-october-2015/>