

2 March 1993

Cinenova  
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British Film Institute  
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Registered Charity

Dear Liane, Kate and Gill

Re : Revenue Grant from Exhibition & Distribution

Thank you for coming to Stephen St. last week.

Having discussed your past years' performance and future plans with colleagues, I would like to offer you a Revenue Grant of £17,500 (seventeen thousand five hundred pounds) for 93/94.

This is a decrease from the £30,000 we gave you last year. The reduction is for the following reasons:

- High levels of funding have been given to Cinenova in recent years to allow you to become established. We feel that with the number of contacts made, the recent computerisation of office systems and the imminent publication of a new catalogue, this has now been achieved.
- We value much of the work and the aims of Cinenova but if it is to have a long term viability it must be able to exist at a lower level of subsidy.
- The current level of subsidy is too high for the level of activity. As explained to you at our meeting, one measure is the level of subsidy per film/video distributed. This is currently approximately £100.00 per film, which we consider too high.

Separately, I need to register my disappointment at your seeming lack of determination in sorting out your distribution problems with Glenbuck. They were discussed when I first met you 3 months ago and you had still not secured a meeting by last week. Glenbuck of course are not completely innocent but the onus is squarely on you to resolve problems that are affecting your customers.

The British Film Institute exists to encourage the development of film, television and video in the United Kingdom, and to promote knowledge, understanding and enjoyment of the culture of the moving image. Its activities include the National Film Archive; The National Film Theatre; The London Film Festival; The Museum of the Moving Image; the production and distribution of film and video; funding and support for regional activities; Library and Information Services; Stills, Posters and Designs; Research; Publishing and Education; and the monthly Sight and Sound Magazine.

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I realise that you will be disappointed with the amount offered. Unfortunately, given the recent cuts to our own staff and other budgets I know only too well that difficult decisions will have to be made.

This grant offer will mean that you will need to prepare a revised budget, showing the amount offered and submit it to me by Tuesday 16 March. Please let me know if you are able to meet this deadline.

I look forward to hearing from you.

Yours sincerely

*Stephen?*

Stephen Bell  
Acting Head of Exhibition and Distribution