

Need: Detailed Financial Report/

NOTES FOR MTG WITH DR. WILF STEVENSON
20 JUNE 1990 5PM

GRANT
88-89

£28,322
(represents 58.5%)

GENERATED
INCOME

£20,123
(represents 41.5%)

INCREASE of 35% on last yr.

89-90

£23,032

(rep approx 49%)

DECREASE of 18.67% on last yr

add inflation of 6%

90-91

£30,479 - APPLIED FOR

[+ £2,000 consultancy
as promised ie £32,479]

add inflation of 7%

GEN.
INCOME

£23,440 (FORECAST)

(rep approx 51%)

INCREASE of 16.48% on last yr

GEN INCOME

£28,570 - TARGET

INCREASE of 2.88% on last yr.

PROJECTS PLANNED 90-91

CONSULTANCY £2,000

VIDEO PACKAGES £250

ACQUISITIONS £800

CAT. SUPPLEMENT £2,000

POSTCARD SERIES (£250)

PRINT RESCUE

DONATIONS SCHEME £300

SALARY INCREASE

of 7.25% = from £11,840 p. rate to £12,700 p.r.

CIRCLES PLANS

EUROPEAN Initiatives (clients approx 3rd)

DEV. OF VIDEO MKT/TV SALES

CHARITABLE STATUS

"VALUE FOR MONEY"

our CONCLUSIONS

Feels like a take-over / £ firm wouldn't put their work with the BFI.

Requires/necessitates a different "CONTEXT".

YES TO RUN DOWN REVENUE FUNDING but JUSTIFY PROJECT/LOAN funding to continue because Circles will always need £ deserves plus public subsidy.

CONSULTANCY \$2,000 - granted from FFD (this decision: jumping the gun)

brief: To further diversify funding and increase income by analysis w part. TV sales potential + video retail market.

> see application.

WE NEED SOME KIND OF GUARANTEE £ SERIOUS INVESTMENT OVER 3 YEARS if Circles is to be preserved

WE'VE BEEN UNDERFUNDED for so long

∴ we need an injection of funds to carry out research & embark on self-generating projects

* NO ONE'S YET BOTHERED TO DISCUSS OUR APPLICATION / BUDGET WITH US. (comment from Ian Christie)

① WHO MADE DECISION & WHEN
<NO explanation given> what is justification of this massive cut?

② WHY WASN'T CIRCLES TOLD UNTIL MAY 4th OF THIS FINANCIAL YEAR

③ INTERNAL RESTRUCTURING WITH BFI / abolition of FTD has caused this mix-up - we find current relationship - now a client of Dist. Division totally inappropriate - Perhaps switch was needed for Regional Film Theatres but not gd idea in fact highly unorthodox for CIRCLES

④ EQUAL OPPORTUNITIES -

No assessment / no monitoring / no enforcing

where is BFI commitment?

Why have monitoring form for funding applicants?

Working against a monopoly on independent film-making / marginalisation / tokenism

[LABOUR PARTY BROADCASTING BILL]
E. Opps monitoring clause.

WHAT IS BFI'S actual % deficit (5 or 7%)
Should BFI's deficit dictate what client groups receive (or not)?

What levels of cuts have been made in the Regions (via Dist. Division) we understand none.

MERGER

①

WHY NOT? (CONS)

DISPARITY WITH ACCOUNTS - CAR?

EXECUTIVE COMMITTEE £14,000

*// OVERHEADS SO HIGH
COMPARED TO CIRCLES

↓
NEED CLARIFICATION / EXPLAINING

DESPATCH SYSTEM:

GLENBUCK -

- EXACTLY WHAT % OF INCOME GOES TO THEM?

- DO COW STILL TAKE BOOKINGS?

- WHAT DO COW WORKERS DO NOW?

MGMT / VIEWING COMMITTEE, STRUCTURE

ACQUISITIONS POLICY?

BFI APPLICATION - WHAT ARE ^{WERE/} COW'S PROJECTS FOR 1991?
etc?

↓
IS IT COMPATIBLE TO CIRCLES?

IMPORTANCE OF CONSULTING WITH F-MAKERS -
CONSEQUENCE OF MERGER ON THEM.
(POSSIBLE 'BALLOT' OF F-MAKERS / MEMBERSHIP)

CONSTITUTIONAL DIFFERENCES

- WOULD MERGER BE ON EQUAL BASIS
CONSIDERING DISPARITY IN GRANTS etc.
- HOW WOULD REDUNDANCIES BE WORKED OUT?
- LOCATION OF MERGED ORG.
- IDENTITY - WHAT WOULD IT BE CALLED?

WHY ONE & NOT TWO?

(WHOLE POLITICAL ARGUMENT ABOUT
MARGINALISING 9s' DIST. / IMPOSING NO
CHOICE FOR F-MAKERS)

EVEN IF WE DID MERGE - SOMEONE WOULD
PROBABLY GO + SET UP ANOTHER BECAUSE
ONE JUST ISN'T ENOUGH.

DIFF. EMPHASIS OF CIRCLES & COW -
OUR EDUCATIONAL DEV. (PACKAGES / PLACEMENTS etc) *
& THEIR COMM. THEATRICAL RELEASES.
↓
PREVIEW FACILITIES

IF COW CAN'T MAKE RUN ITSELF ON £36,000 (WAY OVER THE AMOUNT CIRCLES RECEIVES) - RAISES QUESTIONS ABOUT ITS ABILITY TO MAKE A MUCH LARGER MERGED ORGANISATION COST-EFFECTIVE.

BUT BECAUSE COW IN RECEIPT OF HIGHER GRANT - MERGER WOULD ACTUALLY MEAN TAKE-OVER.

WHY DID COW GO WITH GLENBUCK?
SPACE / LACK OF?
FORCED BY FUNDERS?

DECIDED DIDN'T WANT TO SPEND TIME ON THIS
RELEASED TIME TO DO OTHER THINGS - WHAT?

CIRCLES LOCATION / SPACE

IMPORTANCE OF PREVIEW FACILITIES
ACCESS CINEMA
GENERAL RESOURCE / LIBRARY.

WE HAVE THIS & WANT TO DEV. IT'S POTENTIAL
COW DOESN'T HAVE THIS.

JOINT MONEY TO PAY FOR CONSULTANCY -

- WHO WE WANT IDEALLY
- ROUGH COSTS OF THIS

- WHAT THEY SHOULD INVESTIGATE/
BRIEF

for wed

CLEAN OFFICE
WINDOW DISPLAY

COMPILATION TAPES

WRITTEN OUTLINE OF
ARGUMENTS

CIRCLES PLANS - (1 PAGE)

CUSTOMERS

WHY? (PROS)

Conditional on COW being good
① * ② COWS' APPLICATION BFI
③ CONSULTANCY DOC.

IF ONLY WAY OF SECURING FUTURE INVESTMENT,
GIVE IT WOULD GIVE US OPP. TO

EXPAND & CREATE LARGER DIST. OUTLET -

ie: RETAIL ANGLE; SHOP FRONT

ie: EXHIBITION SPACE ie: METRO PICTURES
MODEL FOR WOMEN

OR, DEVELOPING PRODUCTION/COMMISSIONING

DEPT/WING - CANADA

WOMEN IN FOCUS

VIDEO FEMMES etc.

DEVELOPING DESPATCH SYSTEM along lines
OF W.M.M. ie: SERVICING OUT DESPATCH

TO A DESPATCH COMPANY (NOT ANOTHER

DISTRIBUTOR) MAINTAINING ALL DIRECT

CONTACT WITH CUSTOMERS.

MORE POWER? MORE VISIBILITY?

MORE LIKELY TO GET ALL WOMEN FILM-MAKERS.

Notes:

National alliance of womens organisations
Whitechapel

Peter Palumbo
Chairman Arts Council.
105, Piccadilly.
W1 0AT U.

Anthony Everitt Channel 4.
Friday morning Box office slot. 20th April.

Notes from low meeting with B.F.I

They are bringing someone in to look at their funding

IC. likes the idea of distributors living on there withs
he will have more money for low of another group
folds.

Monopoly, Arts activity to B.F.I

Circles will not be happy.

B.F.I. Distribution pays up to £25,000 in advances on films
that sit on the shelf.

They are starting a new video label.