



Circles

WOMENS FILM + VIDEO DISTRIBUTION

Jenny Shabbaz Wallace
Abina Manning
COW
31 Clerkenwell Close
London EC1R 0AT

1/5/91

Dear Jenny and Abina,

Please find enclosed the cashflow projection we sent to the BFI. You will notice that the only changes from the budget we'd worked on together are reduced income and increased payment to creditors.

We understand that Gill has written to you on behalf of Circles and sincerely hope the horrendous events of the past few weeks have finally been explained to you.

To clarify further, we submitted the original cashflow (which you'd received) and were told by the BFI that the income projection was considered unrealistic and that we should rebudget accordingly. It appeared that the BFI had suddenly reviewed its policy and we were told they would be negotiating with each group separately. We understood that if we acted outside the BFI's 'new' policy, we would be jeopardizing the possibility of funding for both COW and Circles. We also were led to believe that the BFI were to discuss all of this with you directly.

This has caused a great deal of distress for both companies. We feel enormously disappointed that having forged strong links, both personally and professionally, over the past year that we should now find ourselves alienated from each other. It's a shame we couldn't have predicted this and therefore prevented it from happening.

We are not yet clear at this stage what our programme of events will be for the year. We are currently tidying up and moving into the downstairs office. We have sent all of our films to Glenbuck and the launch will hopefully take place in July, possibly at the ICA.

As we're unsure of what's happening with your films and don't want to presume anything, we will wait until further notice from you.

In terms of the longer term schedule of the re-launched company, the ideas are to focus on marketing and promotion and video sell-through and re-examine the ideas outlined in the business plan.

We hope to hear of your plans and decisions and look forward to hearing from you soon.

Yours sincerely,

Liane Harris

Sarah Bratby