

## SCREEN BUSINESS ESSENTIALS

### COURSE OUTLINE

May 26, 2020

DAY 1, Online via Zoom

---

<b>9.30 – 11.00</b>	<p><b>The Fundamentals of Business Establishment &amp; Planning</b></p> <p>Legal Structure of business Compliance Legal structure of production Taxation Tax Incentives and Concessions Business Planning Auditing</p>	<p>Carmel Creswell, Blake Jenkins <b>Count Out Loud</b></p>
<b>11.00 – 11.30</b>	<b>Break</b>	
<b>11.30 – 01.00</b>	<p><b>The Legal Framework – It Begins with What You Own</b></p> <p>Copyright and purchasing rights for exploitation Chain of Title; Trade Marks. Fair Use Rights covered by industry agreements Music rights Production contracts, financing contracts Distribution and licensing agreements Location agreements and product clearances</p>	<p>Caroline Verge <b>Verge Whitford</b></p>
<b>01.00 – 02.00</b>	<b>Break</b>	
<b>02.00 – 03.30</b>	<p><b>Offset Matters</b></p> <p>Producer Offset, Location Offset, PDV Offset How the Offset works How to budget for the Offset</p>	<p>Max Dalton <b>Fulcrum Media Finance</b></p>

---

---

Borrowing Money  
Tax Returns

---

**03.30 – 04.00**      **Break**

---

**04.00 – 05.00**      **Screen Industry Insights & Research**      Patrick May  
Latest ABS industry data      **Screen Australia**  
Trends in film, television and digital markets  
Audience research  
Performance of Australian productions

---

**End of Day 1**

---

**Sponsored by Media Super**



**Presented by Screen Producers Australia and the Australian Film Television and Radio School**

# AFTRS

## SCREEN BUSINESS ESSENTIALS

### COURSE OUTLINE

May 27, 2019

DAY 2, Online via Zoom

<b>09.30 – 10.00</b>	<b>Superannuation</b>	John Myers <b>Media Super</b>
<b>10.00 – 10.30</b>	<b>Break</b>	
<b>10.30 – 12.00</b>	<b>Employment matters – Rights and Responsibilities</b> Employment Law, Fair Work Act, NES Broadcasting, Recorded Entertainment, and Cinema Award SPA's Industrial Agreements Cast & Crew contracts Employee vs Contractor	Zoe Angus <b>SPA</b>
<b>12.00 – 01.00</b>	<b>Break</b>	
<b>01.00 – 02.30</b>	<b>Project Financial Management Business Essentials</b> Budget management Cost Reports Completion bonds Production Investment Agreements Tax Offset borrowing Payroll tax Cashflow Accounting systems	Jane Corden <b>Money Penny</b>
<b>02.30 – 03.00</b>	<b>Break</b>	

---

**03.00 – 04.30**      **Doing Business with Screen Australia**      Lisa Duff  
Best practice preparation of applications      **Screen Australia**

---

**04.30 – 05.00**      **Business Pathways**      Owen Johnston  
Case studies of successful businesses      **SPA**

---

**Wrap**

---

**Sponsored by Media Super**



**Presented by Screen Producers Australia and the Australian Film Television and Radio School**

# AFTRS