

WORKSHOP FOR NEW PRODUCERS SCHEDULE



Thursday

9.15	Tea & Coffee
9.30	Introduction to the Stage One Workshop <i>Joseph Smith - Chief Executive</i> <i>Louise Goodman - Programme Manager</i>
9.40 – 10.00	Society of London Theatre & UK Theatre <i>Julian Bird - Chief Executive - Society of London Theatre & UK Theatre Association</i>
10.00 – 12.30	Overall Financial View of Productions <i>Joseph Smith - Executive Producer – Greene Light Stage</i>
LUNCH 12.30 –14.00	Offsite for lunch
14.00 – 15.30	Setting Up Producing Entities’ & Acquiring the Rights for a Play <i>Neil Adleman - Partner - Harbottle & Lewis</i> <i>Jon Bath - Head of Production - Fiery Angel</i>
15.30- 15.45	Coffee/Tea
15.45 – 17.15	Royalties <i>Neil Laidlaw – Neil Laidlaw Productions</i>
17.15 – 18.00	Q & A Joseph Smith
18.30 – 20.30	Speed Networking with Producers To be held at the Society Of London Theatre. 6 x Tables (20 minute rotations) Subject Tables <ol style="list-style-type: none"> 1. INVESTMENT - Thelma Holt & Aidan Grounds 2. LEGAL (RUG) – Danni Powell & Martin Lowes 3. TICKETING (SEE Tickets) 4. PRESS & PR (JHI Marketing) – Ben Haigh 5. GENERAL MANAGEMENT (Playful Productions & Andrews McCabe) – Simon Woolley & Rebecca Treanor 6. STAGE ONE ALUMNI - Vicky Graham & Nicola Seed

Friday

9am	Coffee/Tea
9.30 – 10.45	Touring & Co-Producing with a Regional Theatre <i>Kash Bennett – Producer- National Theatre</i> <i>Tracey Childs – Producer, Mercury Theatre Colchester</i>
10.45 – 11.00	Coffee/Tea
11.00 – 12.00	Tax relief <i>Neil Adleman - Partner - Harbottle & Lewis</i> <i>Julian Bird - Chief Executive - Society of London Theatre & UK Theatre Association</i>
12.00 – 13.00	Marketing <i>Jan Baister – Account Director - AKA</i>
13.00 – 13.45	Working lunch
13.45 – 15.00	Presentations & Feedback
15.00 – 15.45	Social Media <i>Matt Hamm – Head of Social Media – Dewynters</i> <i>Ben Portnoi – Head of Digital Media - Dewynters</i>
15.45 – 16.00	Tea/Coffee
16.00 – 17.00	Raising Funds & Looking After Investors <i>Emily Dobbs – Producer – Emily Dobbs Productions</i> <i>Ros Povey – Managing Director – Act Productions</i> <i>Jamie Wilson – Producer – Jamie Wilson Productions</i>
17.00 – 18.00	Contracting West End Theatres <i>James Williams – Chief Executive, Shaftesbury Theatre</i>
19.00 – 22.00	Dinner including special guests Joseph Smith, Luke Johnson, Jon Bath, Neil Laidlaw, Jamie Wilson, Jan Baister and Tracey Childs.

Saturday

At the SOCIETY OF LONDON THEATRE, 32 ROSE STREET, LONDON, WC2E 9ET

10.00 – 10.15	Coffee/Tea
10.15 – 12.00	Budgeting a Play for the West End <i>Joseph Smith - Executive Producer – Greene Light Stage</i> <i>Jon Bath - Head of Production - Fiery Angel</i> <i>To include:</i> Detailed production and running budgets on tour and in West End Recoupment schedules Production accounts and controls Subsidiary rights income Sub-licensing Royalty waivers, pools and capping Reducing the costs in times of trouble
12.00 – 12.15	Coffee/Tea
12.15 – 12.30	STAGE ONE – engaging with Stage One’s development programmes after the workshop <i>Joseph Smith - Chief Executive</i> <i>Louise Goodman - Programme Manager</i>
12.30 – 1.30	Pizza lunch at SOLT
14.30 – 17.00 <i>(approx. running time)</i>	<i>THE COMEDY ABOUT A BANK ROBBERY</i> <i>Shaftesbury Theatre</i>