This is a guide to some of the resources available through Business & IP Centre Hull relevant to the TV & Film industry.

Inside you will find sources of information such as market research (statistics, trends, developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the TV and Film industry and also for those wanting to further their knowledge within this area.
Start-Up Information

The Cobra database contains practical fact-sheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc.

It also covers the practical aspects of how to start and run particular types of businesses – such as outlining necessary skills, regulations, licences & legislation and highlights other sources of information and advice available.

Available in all Libraries and via Library website for members

Business Opportunity Profiles (BOP)

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<th>Category</th>
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<tr>
<td>Entertainment Agency</td>
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<td>Videographer</td>
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<td>Actor</td>
<td>MBP307</td>
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<td>DVD and Video Game Hire</td>
<td>MBP198</td>
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Business Information Fact Sheets

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<tr>
<td>A Guide to Using Copyright to Protect Your Work</td>
<td>BIF218</td>
</tr>
<tr>
<td>A Guide to Using the Copyright of others</td>
<td>BIF157</td>
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Small Business Help Books

This is a collection of books with practical information aimed at those starting and running a business.

The documentary filmmakers handbook (Genevieve Jolliffe and Andrew Zinnes, 2012)

This text features interviews with industry professionals on subjects as diverse as interview technique, setting up your own company, pitching your proposal, editing and distribution. It also includes in-depth case studies of successful documentary films.

Reference and loan copies available

Market Research & Statistics

If you are planning on starting a business you will need to be aware of the latest trends, developments and opportunities within your industry which can all be found from market research.

Market research also covers market size & forecasts, consumer demographics & attitudes, the key players & products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities etc.

- Cinemas in the UK
- Film, Video & TV Programme distribution in the UK
- Film, Video & TV Programme Post-Production in the UK
- Motion Picture Production in the UK

2 Julie Boadilla (amended Hull Libraries)
Market Research Reports

**BFI Statistical Yearbook** (British Film Institute)
The Statistical Yearbook presents in one place all the available statistics on UK film and the UK film industry. [www.bfi.org.uk/education-research/film-industry-statistics-research/statistical-yearbook](http://www.bfi.org.uk/education-research/film-industry-statistics-research/statistical-yearbook)

**The BVA Yearbook 2015** (British Video Association, 2015)
This is a definitive guide to the home media entertainment industry in the United Kingdom. The report details value as well as volume for all the physical retail and rental sections. It also looks at how technological developments alter the way people lead their lives, including their leisure habits and preferences.

*E-version available [BVA Yearbook 2015 - British Association for Screen Entertainment](http://www.bfi.org.uk/education-research/film-industry-statistics-research/statistical-yearbook)*

Trade Magazines and Newsletters

Useful for gaining inside knowledge, recent trends, industry news, company profiles, reviews of new products and services. Some contain annual reviews and company contact lists.

**Journal of British Cinema and Television** (Edinburgh University Press) 2014
The Journal of British Cinema and Television is the prime publication for anyone interested in reading or publishing original work in the fields of British cinema and television. Each issue contains a wide range of articles, substantial book reviews and conference reports, an in-depth interview with a leading practitioner in the field, and a section intended to encourage debate amongst those studying British cinema and television.

*Available in all Libraries through Access to Research*
Sight and Sound (British Film Institute)
Sight & Sound is the international film magazine published since 1932 that offers a unique insight into the very best of film culture. Each issue contains articles, film reviews, book reviews and in-depth interviews.
Available in the Reference Library

The Stage (The Stage Media Company Limited)
The Stage is a must-read for those with an involvement or interest in the performing arts industry in Great Britain and beyond. It is an essential resource for actors and performers, backstage workers, creative teams and those in training and education. Theatre news, reviews, interviews, listings and jobs from The Stage, the world's longest-running publication for the performing arts industry.
Available in the Reference Library

Television and New Media (Thousand Oaks)
Television and New Media is an international journal devoted to the most recent trends in the critical study of television and new media. TVNM addresses questions of how issues of economics, politics, culture and power are enacted through television and new media forms, texts, industries, and contexts.
Available in all Libraries through Access to Research

Zerb: The Journal for the Guild of Television Cameramen (Hartfield)
Zerb is both written and edited by cameramen. Each issue is edited by a different member of GTC acting as guest editor. This ensures that material in the magazine is predominantly ‘from the cameraman’s point of view’ and strives to be topical, objective and always of interest to working cameramen, featuring an entertaining mix of technical information and human stories related to the craft of camerawork.
Previous editions are available online
www.gtc.org.uk/publications/zerb.aspx

Directories
Contain lists of companies and industry contacts. Some have annual industry reviews, and specialist articles

Actors and Performers Yearbook 2017 (edited Lloyd Trott)
Actors and Performers Yearbook is an established and respected directory that enables actors to find work in stage, screen and radio. It is the only directory to provide detailed information for each listing and specific advice on how to approach companies and individuals, saving hours of further research. This is an incredibly useful professional tool in an industry where contacts and networking are key to career survival.
Available in the Reference Library
Benn's Media is the reference source for media, PR, marketing and advertising professionals, with detailed information on business and consumer press, radio, TV and online media.
Available in the Reference Library

Original British Theatre Directory 2015
The Original British Theatre Directory is an annual directory that has been in print since 1971. It details all the theatre and concert venues in the UK, with administration and technical details, contact names and numbers. It also lists all contacts for production companies, agents, producers and concert promoters, media and public relations, publishing, societies and organisations, and the suppliers and services that support the theatre and entertainment industry.
Available in the Reference Library

Willings Press Guide Vol 1 UK and Ireland and Vol 2 World 2017
Quick and easy reference guide to newspapers, news agencies, radio and television stations plus UK and Ireland business and consumer titles. An essential resource for PRs, marketers and media students.
Available in the Reference Library

Screentrade International Directory 2017
Covers all aspects of Cinema Exhibition and Film Distribution. A complete A-Z of cinema service providers
E-version available at sid.screentrademagazine.com/

The White Book: event production directory 2017
Whatever events you are involved in be it concerts, corporate events, parties, festivals, exhibitions or conferences and whether they take place indoors, outdoors, on the water or dry land, in a venue for 10 or 100,000 people the White Book directory is the most dependable and versatile reference tool available for all event professionals.
Available in the Reference Library

Internet Sources
Websites containing free sources of industry statistics, information and contacts

BAFTA
The British Academy of Film and television Arts (BAFTA) promotes and rewards excellence in film, television and Internet and multimedia technologies.
www.bafta.org/
Film Network
The Film Network is the portfolio site for the most talented filmmakers from around the world. It's where filmmakers and those individuals and organisations that have helped them, connect with one another. And it's where they reach out to the industry and the audience worldwide. Free registration at www.thefilmnetwork.co.uk/

British Council Film
This site is a central resource about the British Film industry, provided by British Council Film, which works to promote UK film talent to audiences and collaborators abroad. Resources available at film.britishcouncil.org/resources

British Film Commission (BFC)
The British Film Commission (BFC) is the national body in charge of attracting, encouraging and supporting the production of international feature films in the UK. With offices in the UK and the US, the BFC provides free professional advice to help make productions in the UK a reality. www.britishfilmcommission.org.uk/

The British Society of Cinematographers
The British Society of Cinematographers is an educational, social and professional organisation. Since its formation in 1949 its prime objective has been to promote and encourage the highest standards in the art and craft of cinematography. www.bscine.com/

UK Cinema Association
The Cinema Exhibitors Association represents the interests of UK cinema operators. It also supports the work of The Cinema and Television Benevolent Fund and the British Cinema and Television Veterans. www.cinemauk.org.uk/

Creative Skillset
As part of our remit as a Sector Skills Council, Skillset is the definitive source of research into employment, conditions and skill levels in the UK film industry. www.skillset.org/film/industry/

The Directors Charitable Foundation
The Directors Charitable Foundation will focus on helping to train and develop directing talent, on promoting the art and craft of directing to a wide public and on assisting professional directors in financial distress. The Foundation will receive core funding from Directors UK and will actively fundraise. www.dggb.org/

European Documentary Network (EDN)
European Documentary Network is a global network for professionals working with documentary film and TV. Around 3000 members from more than 60 countries have joined EDN. It provides documentary consulting and informs about possibilities for funding, financing, development, co-production, distribution and collaboration across borders edn.network/

Equity
Equity is a trade union that represents artists from across the arts and entertainment industries. www.equity.org.uk/home/

Film London
Film London is the capital's public agency for feature film, television, commercials and other interactive content, including games. Their aim is to ensure London has a thriving film sector that enriches the capital’s businesses and its people. Film London is supported by the UK Film Council, the London Development Agency, Arts Council England London, the Mayor of London and Skillset. filmlondon.org.uk/
IMDB – Movies, TV and Celebrities
The IMDBPro is part of IMDB website and provides 80,000 representation listings for actors, directors and producers. It also provides 30,000 employee contact details for companies in the movie and TV industry. www.imdb.com

Independent Cinema Office (ICO)
A national organisation set up to foster and support independent film exhibition throughout the UK. www.independentcinemaoffice.org.uk/

Producer Alliance for Cinema and Television (Pact)
Pact is the UK trade association representing and promoting the commercial interest of independent feature film, television, digital, children’s and animation media companies. www.pact.co.uk

Script Factory
National screenwriter’s organisation offering training, masterclasses, performed readings and a script development service. www.scriptfactory.co.uk/

Moviegram
A social networking website for filmmakers of all ages and skill levels; allowing you to share and receive feedback on all aspects of the film production cycle, where your final cut can be shown and reviewed by filmmakers all over the world. http://moviegram.com/

Spotlight: The Home of Casting
Spotlight provides services for performers, agents and casting. Spotlight is used by most TV, film, radio and theatrical companies throughout the UK and many worldwide. www.spotlight.com/

The Writer’s Guild of Great Britain
A membership-based organisation, with a specific arm focussing on screenwriters. The Writers’ Guild agreements establish the minimum terms and conditions for TV, film, radio, book and theatre work. www.writersguild.org.uk/

UK Performing Arts
UK Performing Arts is an information point for training and careers in the performing arts. www.ukperformingarts.co.uk/

National Screen Agencies:

Creative England:
Details about funding opportunities from Creative England and its three regional hubs (which replace the nine screen agencies) will become available on the Creative England website in due course. www.creativeengland.co.uk

Creative Scotland
Replaces Scottish Screen as the main funding body in Scotland www.creativescotland.co.uk/

Northern Ireland Screen – Film and Television development
Northern Ireland Screen, formerly NIFTC, is the National Screen Agency for Northern Ireland. Northern
Ireland Screen administers and allocates various funds for the development and production of the moving image, including feature film, shorts, animation, documentaries, television drama series and new media. [www.northernirelandscreen.co.uk](http://www.northernirelandscreen.co.uk/)

**Film Agency for Wales**
The sole agency for film in Wales, the agency’s aim is to facilitate the emergence of a viable and sustainable Welsh film industry. [www.ffilmcymruwales.com](http://www.ffilmcymruwales.com)

Please note that every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection.

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