



# Oliver's Deal

A Film by Barney Elliott



Cinéfondation  
LA BIBLETTA, LA RESIDENZA, L'ARTISTE



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## ***EVERYONE HAS A PRICE...***

*Oliver's Deal* is an intense political drama about an ambitious businessman who sets out to score the deal of a lifetime and gets entangled in a battle for land, money and power in Peru.

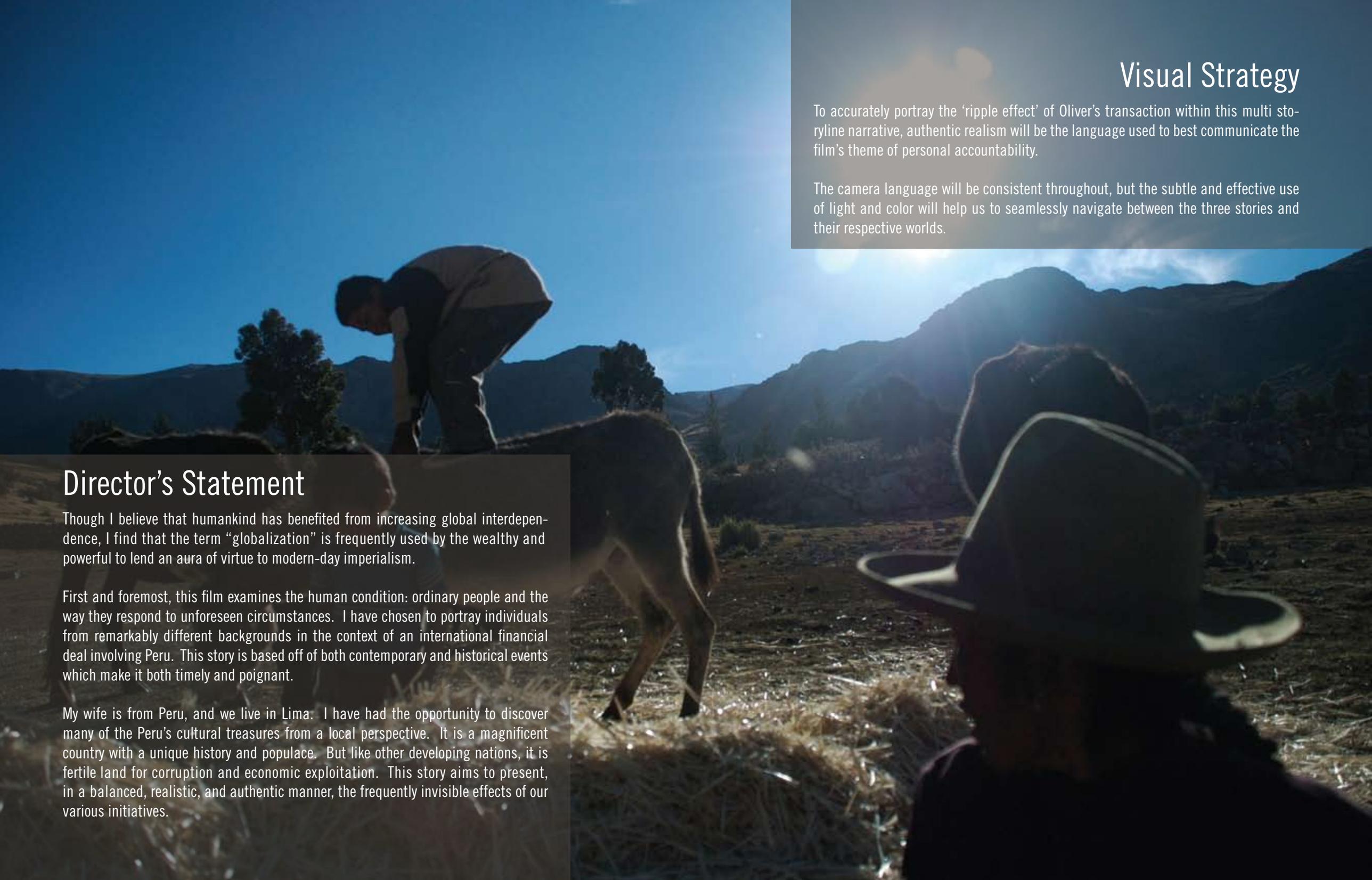
## **Synopsis**

Tying together themes of accountability, greed and hope, and set against the backdrop of a financial transaction between an American hedge fund and the Peruvian government, *Oliver's Deal* tells the stories of three people from vastly different walks of life who are forced to compromise themselves to get what they want.

Oliver Campbell, an ambitious American businessman, has contracted his oldest friend, Peruvian born Ricardo Cisneros, to help him land the deal of a lifetime. Using Oliver's shrewd business sense and Ricardo's history and relationships in Peru, they plan to exploit a long-forgotten debt that the Peruvian government owes its citizens. After many months of effort, tension between him and Ricardo has never been higher. Ricardo struggles with a battle of conscience as he realizes that his actions have wrenched open a historical wound that has been festering in Peru for decades.

In the slums of Lima, Maria works as a nurse's assistant at a public hospital, and struggles to care for her mother Gloria, who's been stricken with rheumatoid arthritis. Funding for the Peruvian healthcare system has been drastically reduced because the government is preparing to settle with Oliver's hedge fund, and Maria's mother's excruciating, yet non life-threatening, ailment does not qualify for coverage. Maria, at the end of her wits, takes matters into her own hands to find a way to get her mother the surgery she deserves.

As Oliver and Ricardo try to track down information on a wealthy Peruvian who is holding up progress on their deal, they learn of Pampacancha, a remote village in the Peruvian highlands that lies on land that is more valuable than the naked eye can tell. It is here that we meet Florentino, the stern patriarch of a farming family, and his son Diego, a precocious boy who bristles against the confines of his rural life. Florentino is determined to hold onto his land and his way of life, but when Diego is gravely injured, Florentino is forced to make a choice that will change the lives of his people forever. His actions set into motion a chain of events that puts these three stories on a collision course that will teach Oliver the staggering human cost of his deal in Peru.

A person with a large pack on their back is walking through a field. In the foreground, the back of a person wearing a wide-brimmed hat is visible. The background features rolling hills and mountains under a clear blue sky with a bright sun.

## Visual Strategy

To accurately portray the 'ripple effect' of Oliver's transaction within this multi-storyline narrative, authentic realism will be the language used to best communicate the film's theme of personal accountability.

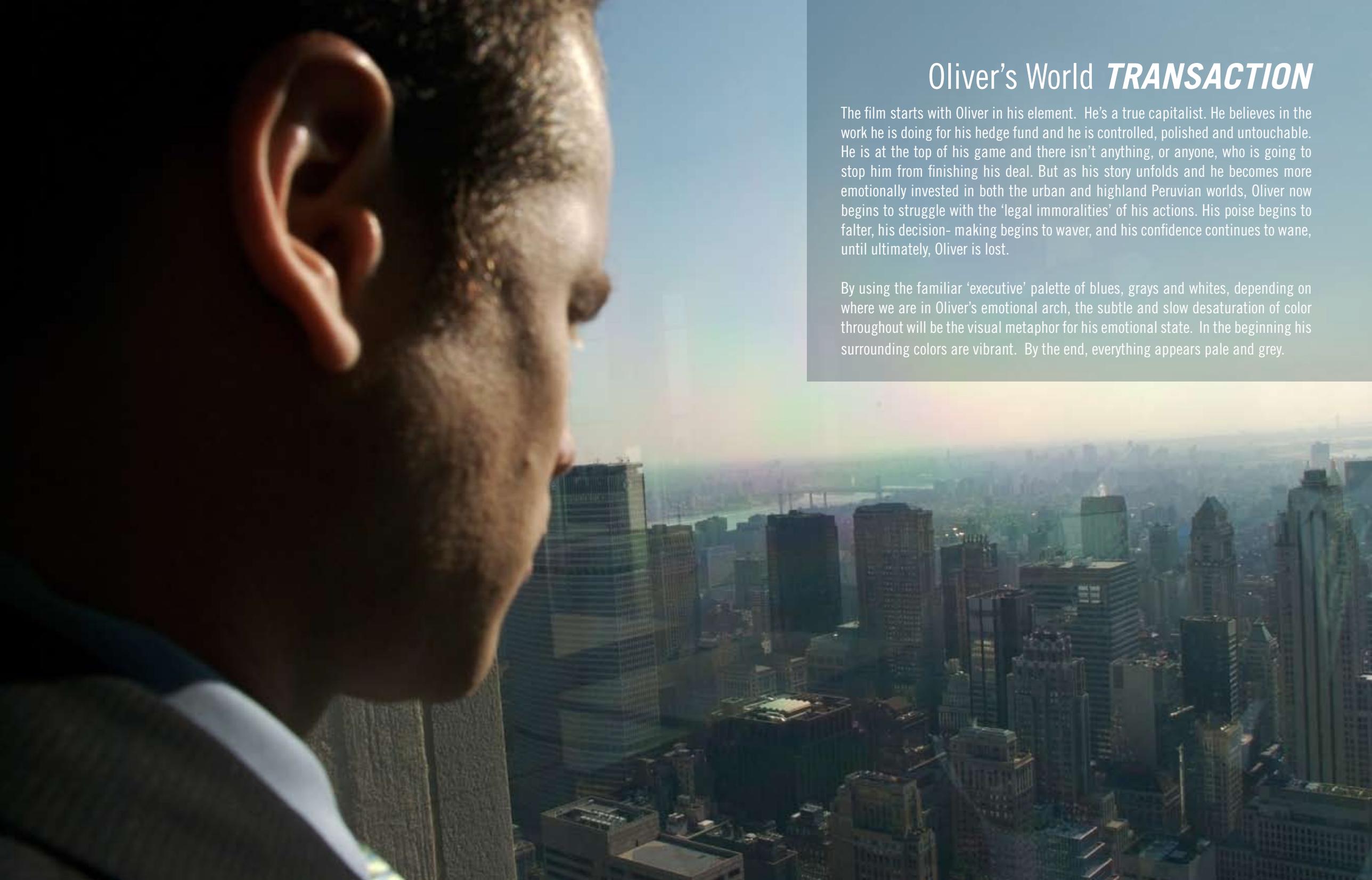
The camera language will be consistent throughout, but the subtle and effective use of light and color will help us to seamlessly navigate between the three stories and their respective worlds.

## Director's Statement

Though I believe that humankind has benefited from increasing global interdependence, I find that the term "globalization" is frequently used by the wealthy and powerful to lend an aura of virtue to modern-day imperialism.

First and foremost, this film examines the human condition: ordinary people and the way they respond to unforeseen circumstances. I have chosen to portray individuals from remarkably different backgrounds in the context of an international financial deal involving Peru. This story is based off of both contemporary and historical events which make it both timely and poignant.

My wife is from Peru, and we live in Lima. I have had the opportunity to discover many of the Peru's cultural treasures from a local perspective. It is a magnificent country with a unique history and populace. But like other developing nations, it is fertile land for corruption and economic exploitation. This story aims to present, in a balanced, realistic, and authentic manner, the frequently invisible effects of our various initiatives.



## Oliver's World *TRANSACTION*

The film starts with Oliver in his element. He's a true capitalist. He believes in the work he is doing for his hedge fund and he is controlled, polished and untouchable. He is at the top of his game and there isn't anything, or anyone, who is going to stop him from finishing his deal. But as his story unfolds and he becomes more emotionally invested in both the urban and highland Peruvian worlds, Oliver now begins to struggle with the 'legal immoralities' of his actions. His poise begins to falter, his decision-making begins to waver, and his confidence continues to wane, until ultimately, Oliver is lost.

By using the familiar 'executive' palette of blues, grays and whites, depending on where we are in Oliver's emotional arch, the subtle and slow desaturation of color throughout will be the visual metaphor for his emotional state. In the beginning his surrounding colors are vibrant. By the end, everything appears pale and grey.

## Florentino's World *RESISTANCE*

Florentino knows that he can't stave off the inevitable changes that are coming to his highland world. It's only a matter of time before things change forever. His efforts to preserve his land and way of life put him into conflict with those closest to him. The epic beauty and natural splendor of the highlands region will stand in sharp relief to the the urban environments that the rest of the film takes place in.

The rich crimson soils and lush prairie greens accented by the magenta skies and snowcapped Andes' peaks, will starkly contrast the bleak and desaturated grays of Lima.





## Maria's World ***SURVIVAL***

Set in the sprawl and frenzy of Lima and surrounded by illness, both at work and at home, Maria's struggle to subsist is a metaphor for survival.

Maria's desaturated and gray color palette is a subtle plant to the aesthetic that the two other storylines will ultimately grow into. When the three worlds collide this bleak grey look will unify the completion of their emotional arcs.



**21 Grams:** Alejandro González Iñárritu  
**After the Wedding:** Susanne Bier  
**Días de Santiago:** Josué Méndez  
**Gomorrah:** Matteo Garrone  
**Hunger:** Steve McQueen  
**Traffic:** Steven Soderbergh

## Visual References

*Oliver's Deal* draws inspiration from various filmmakers who use subjectivity as a tool to portray reality within the frame of a story that has a political, economic, or social theme.



## Barney Elliott, writer/director

Barney completed his post-graduate in The Art and Technique of Filmmaking from the The London Film School in 2003. For the next several years in London, Barney worked as a freelance editor and cameraman while writing his next short *True Colours* which he then directed.

*True Colours* premiered at Premiers Plans Festival d'Angers (France) in January 2007 and the short earned both the Special Jury Award and Best Actor in Short Award. Since then, *True Colours* has screened at nearly 90 international festivals and won various awards and prizes.

Much due to the international success of *True Colours*, Barney was one of the six writer / directors that was selected for the Cannes Cinefondation writing fellowship (La Residence) where he lived in Paris for five months (October 2007 – February 2008) and wrote the first two drafts of his feature script *Oliver's Deal*.

In January of 2009, Barney received his diploma for completing the five month Script Development Program at the Binger Film Lab, a prestigious writing workshop in Amsterdam, The Netherlands, where he continued to develop his feature script *Oliver's Deal*. Barney resides in Lima, Peru, where he is preparing to shoot his next short film *Ultimo Recurso (Last Resort)* in early June of 2010.

## Production Company

**ATLANTIC**  
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Atlantic Pictures is a full service production company owned by principals Darren Goldberg and Chris Marsh, that develops, finances, and produces original material, and functions as a US co-producer for international producers that are developing projects to shoot in the United States. The partners at Atlantic have a combined 20 years experience producing and offering services on feature films of every budget level, as well as commercials, industrials and television pilots.

Atlantic's most recent credits include *Homework*, starring Emma Roberts, Freddie Highmore, Rita Wilson, Alicia Silverstone and Blair Underwood, and *Splinterheads*, starring Rachael Taylor, Thomas Middleditch, Christopher McDonald and Lea Thompson. In 2009, Atlantic also supervised the US production of Matthew Vaughn's *Kick-Ass* (Lionsgate) and Noel Clark's *4.3.2.1* (Universal).

# Oliver's Deal

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## Film Technical Information:

Title: Oliver's Deal  
Director: Barney Elliott  
Screenplay by: Barney Elliott  
Nationality: USA  
Genre: Political Drama  
Format: 35 mm.  
Length: 110 min.  
Shooting Location: Peru, New York  
Production Company: Atlantic Pictures

For more information please contact:

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## Cinefondation

Since 2000, the Festival Residence provides each year accommodation and support to twelve selected young directors in order to help them prepare their first or second feature film. A jury presided by a film director sits twice a year, selecting these young filmmakers on the basis of their short films, or even first feature film, and the merits of their feature film project. During their 4-and-a-half-month stay in Paris, they work on the writing of their feature film project, have meetings with professionals and try, with the support of the Cannes Film Festival, to bring their project to co-production status.



**Cinefondation**  
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## Binger Filmlab

Binger Filmlab is an Amsterdam based international feature-film development centre where talented writers, directors, producers and script editors from around the world can place both their projects and their usual working practices within an inspiring environment of fellow film-makers, to be coached and supported by internationally acclaimed mentors and advisors.



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