

February 17, 2020

Dear Chair Guzzone and the Senate Budget and Taxation Committee,

Thank you so much for supporting the Maryland film industry.

My name is Sherri Bramlett. I am a Journeyman Hair Stylist and the Steward of I.A.T.S.E. Local 798, Makeup Artists and Hair Stylists Union in Maryland.

I style hair on actors working on films and television shows. It is a specialized hair styling profession that I have spent over thirty years learning and cultivating. By working in the film and television industry and through union contracts, I have health benefits, pension, annuity, and continuing education from my film and television employers. I have also been able to buy a house and live a comfortable life here in Annapolis, Maryland.

The film and television industry is basically a manufacturing company. Hundreds, sometimes thousands of people, come together to work on a single production in order to manufacture a film or a television show. Each worker has a specific job to do and all of them collaborate together to get the “product” out to the world.

Almost anyone can get a job on a movie or television production. You don't have to have a college degree. A lot of people don't. There is no age limit for employment. Children and adults can work. You can make a great income even if you have very limited skills. The film business has been built by people with specialized trades, as well as, by people learning a skill for the first time on the job. It is an open employment machine that will help Marylanders from all walks of life prosper and make a great living wage. Everyone is welcome.

Carpenters, Electricians, Painters, Makeup Artists, Hair Stylists, Actors, Writers, Camera Operators, Drivers, and Costumers are just a few of the jobs available to Marylanders looking for work. Part time as well as full time employment opportunities are possible.

In addition to the production of jobs and great income for all workers, the film and television industry spends millions of dollars for car, truck, and van rentals, hotel rooms, location rentals, food at restaurants, and groceries for caterers. Also, the film and television industry buys supplies for all of the specialized departments that make up a film crew. Thousands of dollars are spent on wigs, hair products and makeup products for the Hair and Makeup Department on a single production, as well as, other departments.

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All of this buying and renting by the production company serves to energize our economy, which is important to all of us in Maryland.

The approval and passing of Senate Bill 718 is crucial to the survival and growth of the film and television industry in Maryland. We need to increase our film tax credits to \$20 million annually, just to stay competitive to the states that are also offering film tax credit incentive programs, such as, Georgia, Louisiana, Virginia, Pennsylvania, North Carolina, New Jersey and New York.

If our film tax credit is increased, I am certain that the film and television industry will respond by bring more productions to Maryland and continue to spend millions of dollars and employ thousands of people in the state of Maryland.

The beauty of our film tax credit program is that no tax rebates are given to the production companies until after the production is finished, qualified spending is approved through an audit and an income tax return has been filed. There is no upfront funding is needed under our program.

If we have a stable, predictable, and sustainable film tax credit program, the film and television business will continue to bring film projects to Maryland. If not, they will go elsewhere and Maryland will lose millions of dollars for it's economy.

As Marylanders, let's be "Open For Business" to all businesses. Let's be open to the film and television business.

Thank you again for your continuing support.

Best Wishes,

Sherri Bramlett  
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