

Testimony on opposing HB0565
By Matt Leis, Director of Business Rental Sales at Enterprise Holdings
To
Ways and Means Committee
February 12th, 2020

Dear Madam Chair,

My name is Matt Leis and I work for Enterprise Holdings in Linthicum Maryland, operating our National, Enterprise, and Alamo car rental brands in the State of Maryland. In my current role as Director of Business Rental Sales, I oversee our Business Rental division, working with all sized organizations in Maryland that rent cars and trucks for business needs. The purpose of this testimony is to oppose HB0565 which seeks to eliminate the film tax credit program in FY2023.

We are one of many businesses that benefit from film production companies choosing to spend their money in Maryland because of the tax credit program. Whether it is picture cars, transportation for staff, box trucks for stage production, or any other transportation needs, a large production attracted to Maryland by the film tax credit would typically rent approximately 100 vehicles monthly from various car rental companies over the course of a year. 100 vehicles rented for a year is not only significant revenue for car rental companies, but other stakeholders benefit from this. These vehicles need to be acquired, registered, plated, fueled, maintained, and disposed of. It is estimated that 100 vehicles support staffing for approximately 4 full time jobs in the car rental industry. Auto repair shops benefit from performing preventative maintenance and repairs on these vehicles. It is estimated these shops would receive approximately \$80,000-\$100,000 in revenue per year.

This is just one example of a large production, and does not include the impact that smaller productions, commercials or one-off scenes being filmed here has on our business. The impact to our business and our stakeholders is much greater than the example I have used.

Enterprise opposes HB0565's elimination of the film tax credit in FY2023. Enterprise is just a one of many businesses that benefit from film companies selecting Maryland as their home because of the tax credit program. Please consider looking to expand the tax credit program, not eliminating it.

Sincerely,

Matt Leis