

SB 452 - Support Testimony.pdf

Uploaded by: David O'Ferrall

Position: FAV

Mid Atlantic Studio Mechanics and Broadcast Technicians

I.A.T.S.E. Local 487

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February 22, 2023

Senate Budget and Taxation Committee

SB 452 - Income Tax - Film Production Activity Credit - Alterations

SUPPORT

By increasing the Funding, as this Bill would, SB 452 will continue to bring good jobs and help create new opportunities here in the State of Maryland. Every Production brings an influx of millions of dollars that would not otherwise be spent here. Money that is spent again and again with Maryland companies purchasing goods and services, not just related to a particular project and also by the individual Marylanders who work on and benefit from these productions.

Currently, there is not enough in the program to bring multiple jobs here. Many productions chose to go elsewhere to States with more robust production incentives. Those in our industry, who wish to continue working in their chosen profession, may have to travel away from their homes in order to support their families for 6 to 9 months at a time. When Film or Television production is here thousands of Marylanders are working, earning, and spending money in their communities and receiving health and retirement benefits for their families. Without the funding increase, hundreds of jobs will be lost to States like Virginia, Pennsylvania, New York, Georgia, and elsewhere.

The crew and talent here in Maryland have established themselves as amongst the best in the world. Productions now hire the majority locally. Any given production can create upwards of 500 jobs for crew and innumerable opportunities for hundreds of local actors. A single production can mean over \$8 million in total wages paid to Maryland residents and over \$2 million in health and retirement benefits and this amount only includes Motion Picture Technicians; this does not include Actors, production staff, or Teamsters.

This isn't about supporting Corporations or celebrities - This is about supporting the working men and women of Maryland who rely upon the Motion Picture and Television industry to support themselves and their families. This is about job creation and job retention. This is about health and retirement benefits for adults and children.

This Program has the best reporting requirements in place of any other Tax Credit- NOT A SINGLE DOLLAR GOES OUT UNTIL A THOROUGH AUDIT OF ALL QUALIFIED MARYLAND EXPENDITURES HAS BEEN COMPLETED BY THE DEPARTMENT OF COMMERCE.

Senate Bill 452 will allow this industry to grow and create good jobs here in Maryland and we ask that you SUPPORT the Bill with a FAVORABLE REPORT.



Paul Thomas
President

Justin Unger
Vice President
Southern Region

Len Applefeld
Vice President
Northern Region

Ellen Popiel
Secretary/Treasurer

David M. O'Ferrall
Business Agent

Metropolitan Baltimore
Council
AFL-CIO Unions

Maryland State & DC
AFL-CIO

Metropolitan Washington
Council
AFL-CIO

Virginia State
AFL-CIO

Department of Commerce

Uploaded by: Dept. of Commerce

Position: FAV



Wes Moore | Governor
Aruna Miller | Lt. Governor
Kevin A. Anderson | Secretary of Commerce
Signe Pringle | Deputy Secretary of Commerce

DATE: February 22, 2023
BILL NO: Senate Bill 452
BILL TITLE: Income Tax - Film Production Activity Tax Credit - Alterations
COMMITTEE: Senate Budget & Taxation
POSITION: Support

The Maryland Department of Commerce (Commerce) supports Senate Bill 452 - Income Tax - Film Production Activity Tax Credit - Alterations

Background:

Senate Bill 452 increases from \$12M to \$25M in FY 24 and \$50M in FY 25 and each fiscal year thereafter, the amount of tax incentives Commerce can authorize through the Film Production Activity Tax Credit in a year. The bill also expands the eligible costs and types of film productions, as well as increases the percentage of eligible costs that qualify for the tax credit.

Rationale:

Maryland has a long history of film production. We have a strong crew base, a wealth of talent and many support services. We have a variety of locations, and our film office has a strong reputation. With all of the positive reasons to film in Maryland, industry decision makers constantly question why Maryland lags behind other states in establishing a consistent and sufficiently funded incentive program.

Thirty-five states presently offer incentives to attract film production. Maryland ranks 24th in the amount of incentives available per fiscal year. The program has been limited with inconsistent funding levels since its inception, but SB 452 would make Maryland more competitive with programs in other states.

During the last year, Maryland lost at least two television series, one major limited series (with strong historical ties to Maryland), and a feature film because there were not enough tax credits available. All wanted to film here but did not due to the lack of incentives. The above losses are productions that had extensive discussions with the Film Office, over a long period of time, and whose first choice was to film in Maryland. There are dozens of other productions that took Maryland off their list as soon as they were told that incentives were not available. Countless productions do not even consider Maryland because the tax credit program is so limited in funding.

The loss of these productions means that the jobs, the revenue for local businesses, and the millions in economic impact went to states that are actively pursuing the film industry. The competition for securing the benefits of film production is fierce. In our region, Pennsylvania has \$100 million per year in film incentives, Ohio has \$40 million per year, and New Jersey has \$100 million per year. Even Mississippi has \$20 million per year. Oklahoma, a state with

limited film and television history and very little infrastructure, has \$30 million per year. Georgia, Illinois, Connecticut, Massachusetts, and Maine all have uncapped incentive programs. As a result, the Georgia peach logo is constantly seen at the end of television series and blockbuster movies. New Mexico recently raised its annual funding to \$100 million per year and as a result, NETFLIX has committed to investing more than \$1 billion over the next 10 years on sound stages, infrastructure, and production activity in New Mexico making the state a hub for NETFLIX productions. NBC/Universal just committed to building a soundstage complex and investing \$500 million in the state as well. A 2021 study determined that every dollar in tax credits results in \$8.40 in economic impact in New Mexico. Additionally, colleges and universities are ramping up their curriculums to meet the job demands of the productions coming to New Mexico.

Since the inception of the Film Production Activity Tax Credit in 2011, the nineteen productions that have qualified for tax credits have had a combined economic impact in Maryland of well over a billion dollars. During its six seasons in Maryland, House of Cards hired more than 2,000 Maryland residents per season and purchased or rented goods and services from more than 2,000 Maryland businesses per season. Each season averaged \$118 million in economic impact for the State.

Increasing the cap on the program as directed through SB 452 will allow Maryland to compete in attracting and retaining productions to grow its film industry, and to benefit from the numerous economic and ancillary benefits of film and television production.

Commerce respectfully requests a favorable report on Senate Bill 452.

SB 452 - Income Tax - Film Production Activity Tax

Uploaded by: Donna Edwards

Position: FAV



MARYLAND STATE & D.C. AFL-CIO

AFFILIATED WITH NATIONAL AFL-CIO

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President

Donna S. Edwards

Secretary-Treasurer

Gerald W. Jackson

**SB 452 - Income Tax - Film Production Activity Tax Credit - Alterations
Senate Budget and Taxation Committee
February 22, 2023**

SUPPORT

**Donna S. Edwards
President**

Maryland State and DC AFL-CIO

Chairman and members of the Committee, thank you for the opportunity to submit testimony in support of SB 452. My name is Donna S. Edwards, and I am the President of the Maryland State and District of Columbia AFL-CIO. On behalf of Maryland's 300,000 union members, I offer the following comments.

Following the passage of the Maryland Film Employment Act of 2011, our State saw a dramatic increase in film activity which led to growth in our economy, the employment of thousands of skilled workers, and an economic boon to thousands of small businesses in Maryland. According to the Maryland Department of Commerce, since 2012, direct, qualified spending related to Maryland film production has been used to patronize 14,311 businesses. This business tax credit is the most stringent one that Maryland offers, ensuring that the dollars we invest go toward creating good, family sustaining careers for those employed in the film industry in our State. Not a single dollar of the credit is approved until a thorough audit has been completed.

To maintain our competitive edge, and to retain and cultivate a lucrative and growing industry in Maryland, it is imperative to continue to provide the existing tax credits to film production projects in our State and to increase them. SB 452 installs the film industry as part of Maryland's permanent economic engines by increasing the credit to \$25 million this year, and \$50 million for each year after – and the winners are small businesses, family-sustaining careers, and local and state economies. Maryland consistently produces hit television shows and movies like “Veep” and “House of Cards.” Stars like Julia Roberts, Tom Hanks, Meryl Streep, Owen Wilson, and Vince Vaughn all have worked in our state.

SB 452 has a wide coalition of supporters, including labor unions, casting companies, art schools, furniture vendors, and other small businesses from around the state that benefited from Maryland's film industry. This positive impact on small businesses is reflected in SB 452's Fiscal and Policy Note. Increasing this tax credit is critical to ensuring a solid business climate – one that ensures continued investment by the film industry in Maryland to create good jobs and grow our economy, and for these reasons, we urge a favorable report on SB 452.

John Krumpotich-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV

February 17, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chairman Guzzone and Members of the Budget and Taxation Committee,

Last fall our property was the site of a filming location for the new television series '*Lioness*' which will premiere on Paramount Plus in the near future. While the actual filming aspect of the process took five days, the capital invested into the property and local community far exceeded the week-long filming experience at our historic property.

Fort Ritchie is a decommissioned Military Installation with an incredible history and approximately fifty buildings which are nearly a century old. After the property was selected for the film, Paramount almost immediately began investing funds into the site which had been left generally abandoned since its closure in 1998. Filming was done in three buildings, all of which received significant improvements on their interiors. For example, one building on site had not had power for nearly 25 years, the basement had significant debris, and the wooden floors on the first floor of the 5,000 square foot building were in rough shape. Paramount invested significant work into this building and used local labor which will now allow us to open a taproom there this year. Doors on many of our buildings were painted and hundreds of broken windows were replaced. This could not have been accomplished in such a rapid and effective manner without the presence of the production studio.

During the week of filming, the Fort absorbed 53 tractor trailers, dozens of military vehicles, and hundreds of extras who swarmed into Western Maryland from the quad-state area. The benefit to Cascade, the community surrounding the filming site, was immense to say the least. Cascade, Maryland, which currently hovers at around 11% poverty rate, was completely swarmed with business during the entire week. A café which had just opened the week before had a phenomenal opening week, the independently owned gas station had a huge spike in customers purchasing food and gasoline; Paramount bought every gallon of their propane for various uses throughout their sets. A custom metal manufacturer on site was contracted to create several pieces which enhanced the visual appeal of the site for the film and were later gifted to us. Rental and construction agencies were slammed with requests for manlifts, electrical equipment, painters, materials, and the like. Contractors were hired in droves to accommodate the rapid and quality pace of the production company's expectations while area hotels were occupied with virtually hundreds of set designers, art departments, technical support, directors, and other staff.

Most notably, there was an exciting buzz of excitement in our region of the state surrounding the production of a movie which has not been present here since the filming of the 2003 Civil War film '*Gods and Generals*'. Without question, this film's presence in Washington County generated immense value for our community and we have not yet seen the ripple effect of the

show's release. To put it in perspective, the fourth season of Paramount's popular series *Yellowstone*, the same network producing this show, has helped Montana generate \$85 million in revenue to the state. The rural area in which that show was filmed now sees crowds of tourists which has been a large boon for their tax base, businesses, and residents for years.

The experience we were left with at Fort Ritchie was an incredibly positive one. The production company came to our property, constantly checked in to ensure our satisfaction, enhanced numerous locations on site, paid for their usage of the property, and bolstered many other local businesses in the process. The same things will be true of Maryland if the state continues to support the film industry's capacity to highlight the geographically diverse state in which we live. Please give sb452 a favorable report.

Thank you,

John Krumpotich, Owner of Historic Fort Ritchie

Kathryn Klvana Testimony SB452 -2.docx.pdf

Uploaded by: Hayley Evans

Position: FAV



February 22, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W, Annapolis, MD 21401

RE: SB452

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee,

Thank you for your consideration of Senate Bill 452, which seeks to raise the annual available amount of tax credits for film production in Maryland.

I'm Kathryn Klvana, a full-time actor and voice over performer, and I'm proud to make my living in the state of Maryland. I currently serve as President of the Washington-Mid Atlantic Local of SAG-AFTRA, the union of professional performers. On behalf of our nearly 5,000 local members, I urge you to pass SB452.

A film or television production generates work for thousands of people who live here. That means jobs for local actors, and also for crew to build the sets, move the gear and transport the cast. It means hotel rooms, rental cars, catering and security details.

The Motion Picture Association estimates that a good-sized production spends about \$250,000 a day when filming. That money has a direct effect on the local economy. HBO's *Veep*, which moved its production to California for the last three seasons in part because of our unstable tax credit program, generated over \$165 million worth of impact on Maryland's economy while it was here. Think of what this proposed increase to our tax incentive program could do for our state, by doubling and ultimately quadrupling our current tax cap levels.

For actors, working on a film or television production as a principal performer, even for a day, results in a nice credit and good pay. It also means residual payments for years to come when the film is streamed, distributed in foreign markets or shown on cable television. That's money in our pocket that continues to grow and an ongoing tax revenue stream for Maryland. Even background work is coveted because it helps our members make their health insurance and pension minimums, thereby reducing the impact on state programs. A Baltimore actor told me she was able to qualify for health insurance for the first time in several years because of the months of work she did as a stand-in on HBO's *We Own This City*.

This is not a giveaway to Hollywood bigwigs. It's a rebate on money spent in our state that makes a huge difference in our members' lives, allowing them to put food on the table and protect their families with decent healthcare. Actors in Maryland are frustrated with not being

able to find work here, and routinely audition for, and travel to, work in New York, North Carolina and Atlanta, areas that have more favorable tax incentives.

Tax incentives have changed the way that film and television production is done in this country. The success of film incentives in Georgia, which has no cap, is well documented. It's the reason you see the Georgia peach at the end of so many films. More than 300 productions filmed there in fiscal year 2021. Massachusetts, also with no cap on its film incentive program, has seen productions soar in recent years. Without a robust, consistent tax incentive program, Maryland cannot compete.

Raising the annual amount of tax credits for film production in Maryland to \$25 million in fiscal year 2023 and \$50 million in fiscal year 2024 and beyond will accomplish several things. First, it will enable more than one major production at a time to be covered.

Second, its stability will make a huge difference. Production companies plan in advance and will simply choose another state without assurance that our tax incentives are stable and consistent.

Ultimately, raising these tax caps will have an enormous impact. It will encourage new investments in infrastructure, create more jobs, and allow the many workers who make their living in the film industry to stay and thrive here in Maryland. It gives students a career path to pursue. Growing the television and film industry positively impacts our state's tourism as well. Our beautiful state has diverse and versatile locations. When shown on screen, this adds invaluable marketing power to our travel and tourism initiatives.

For the thousands of taxpayers who are part of the creative community here in Maryland, SAG-AFTRA actors, IATSE production crew members, Teamster drivers, DGA assistant directors, small business owners and other workers, I urge you to pass SB452.

Respectfully submitted,

Kathryn Klvana
President, Washington-Mid Atlantic Local
SAG-AFTRA

Ken Arnold-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV

Dear Chair Guzzone and honorable Members of the Senate Budget and Taxation Committee,

I am writing this letter in support for **SB452**. The need for an increase in tax credits is highly needed to bring more production work to our great state. I have benefitted from the incentive plan in place now but have also lost substantial amount of work in my home state because the cap on those incentives is so low.

The production industry, as you know, is highly competitive. The states surrounding ours have strong incentive programs and are generating hundreds of millions of dollars of taxable income within their states. We need to be at the forefront of this surge. Currently we are falling way short of our potential.

My Maryland based production company considers other locations to shoot first, every time we start a new production. The incentive programs in other states provide better financial benefits. Our last production we even shot in another country because it was more cost effective for us to shoot there.

I have worked in the industry for close to thirty years. I have never had to work on out of state productions, produce projects and films, and recommend producers look elsewhere than I have had to do over the past five years. It just doesn't make sense to shoot here, if I/they, can save a substantial amount of money by going elsewhere. Which most productions including my own will do. In conversations with other producers from around the country one of their first questions is always about tax credits/incentives. Once they hear what we have to offer they usually respond by quoting another state's program that has a better return. It is actually exhausting.

We have the infrastructure and the talented professionals here. That infrastructure can be upgraded and revamped rather quickly if we had the necessary funds to do so. There is a media boom happening and we are far behind. We could be leading the industry. We were one of the top spots when I first got into the business and we can be again. I love our state, I want to work close to home. It's is increasingly less likely if we stay where we are with credits. We need to adjust and this is the time. I am planning on producing three feature films totaling around \$5 million dollars in the next two years. Right now I'm not

even considering shooting here. That's a shame. We have the ability to make it happen. Please consider giving **SB452** a favorable report and pass the bill out of committee. My family, colleagues and business associates thank you for your service to our great state.

Sincerely,

Ken Arnold

Ken Arnold Productions

ken@kenarnold.com

410-703-4190

Maury, Donnelly & Parr-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV



February 16, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Sirs:

I am the Director and Owner of the Arts Insurance Program, affiliated with Maury, Donnelly and Parr. We provide insurance products to the Film Industry in Maryland, working with Students Film Makers, Small Producers and those of up to Five Million in budget.

I am writing to support Bill SB452, as it dramatically impact our ability to expand our business and increase our employment of insurance professionals. Increasing the number of film shoots, the supporting vendors and increasing the businesses that film making supports. All of these companies are clients of our business and their growth impacts my Maryland company.

All of my employees were hired locally and have worked for me over the past fifteen years. The passing of this bill would allow me to hire additional staff and increase their salaries.

I urge you to pass this bill, which supports not only filmmaking in Maryland, but those small businesses that rely on the industry in Maryland.

Sincerely,

Bob Middleton
Director
Arts Insurance Program

Meghan Coleman-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV

February 17, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Honorable Chair and Distinguished Members of the Budget and Taxation Committee,

The importance of film production in the state of Maryland continues to be essential to our economy. In the past Maryland has been host to hundreds of films and projects ranging from *The Wire*, *House of Cards*, and *VEEP* to *Ping Pong Summer*, *Diner*, and most recently, *We Own this City*. These iconic films and television series have brought thousands of jobs and millions of dollars into our economy. The incentive program that Maryland has provided in years past has created a true draw for filmmakers and production companies and it is of utmost importance that this program continue and grow to help support this integral part of our economy.

According to the February 10, 2014 study prepared by the Regional Economics Studies Institute (RESI):

- For every reported \$1 claimed in film tax credits, Maryland gains \$1.03 in total additional property, sales, income, and other tax revenues
- Additional output Maryland receives from every \$1 claimed under the current program is \$3.69.

According to the Maryland Department of Commerce, from 2011-2022 Film and Television Productions:

- Hired over 22,443 Marylanders
- Did business with over 24,002 Maryland businesses
- Created a projected economic impact of well over **\$1.2 Billion**.

These jobs are high-paying career positions, with most providing health and pension benefits. We have many major universities within the state of Maryland that have robust Film Programs as a field of study. These students are then able to stay in Maryland and secure career jobs to continue to grow our economy and create within our state.

I have worked to provide insurance for film productions over the past fifteen years. Over the course of my career, I've worked with hundreds of student filmmakers working on senior thesis projects for a MD University (Towson, Stevenson, Johns Hopkins, Morgan State, etc). I've seen these students return as professionals to create a film/television series in Maryland to take advantage of the available tax credits. These creators want to stay in Maryland and showcase our beautiful state in their projects. The businesses most impacted by the additional revenue of the productions are small, local businesses!

SB452 **requires no upfront funding** and is given to productions only after the production is finished, the money has been spent, qualified spending has been approved, and a tax return has been filed.

As you review the bill today, please understand the importance of Film and Television production in Maryland. Take into account the stories and personal experiences that you hear today. This bill requires no upfront funding and creates the opportunity for thousands of jobs and millions in tax dollars for Maryland. Stability and predictability of the program are critical to ensuring that Film and Television remain in Maryland!

Sincerely,

Meghan Coleman

Meghan Coleman, CLCS, AAI
Arts Insurance Program Manager
meghan-coleman@mdpins.com
410-547-3183

MFIC-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV

Board

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Maury, Donnelly and Parr

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Jed Dietz
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Nancy Roberts, Esq.
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Timothy Watkins
Renegade Communications

Chairman Guzzone and Members of the
Senate Budget and Taxation Committee
11 Bladen Street, 3W
Annapolis, MD 21401

SB452-SUPPORT

Dear Chair Guzzone and Members of the Budget and Taxation Committee,


The Maryland Film Industry Coalition strongly supports SB452, which will increase the refundable tax credits allowed for the Film Production Activity Tax Credit from \$12 million annually to \$25 million in FY24 and to \$50 million in FY25 and all fiscal years thereafter.

This increase and enhancements will allow the film industry to grow, allowing for more productions to choose Maryland and not be turned away. Maryland is ready to grow this sector, with the need for streaming and physical production content higher than ever, SB452 will allow the industry the opportunity to bring more economic activity to the state and create and maintain jobs and provide pathways for students and those entering the workforce.

MFIC sincerely appreciates the work of this committee over the years to help develop a predictable film incentive program and we appreciate your support this session.

We respectfully request a favorable report for SB452 at the levels introduced.

Sincerely,



Robert Middleton
Chair, MFIC



Debbie Dorsey
Chair, MFIC
Government Relations Committee

Morgan State University-SB452.pdf

Uploaded by: Hayley Evans

Position: FAV



Screenwriting and Animation (SWAN) Program Cinematic Arts and Sciences

Monday February 20, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair, Guzzone and Members of the Senate Budget and Taxation Committee,
As the director of the Screenwriting and Animation (SWAN) Program at Morgan State University, I have a stake in the support of SB452 for undergraduate and graduate students in our cinematic arts curriculum which emphasizes storytelling and applied practice. This is the same position that my colleagues at other film schools and film programs in the region vigorously support for their majors. Whether at MICA, Bowie, Towson, Johns Hopkins University, Stevenson, or UB and UMBC, higher ed faculty recognize the importance and the advantage to our students of the regional presence of the film and television business outside of our institutions, as opposed to a neighboring state, or Atlanta, New Orleans, Florida, or the West Coast.

Access is pivotal for students already meeting challenges for paying tuition, only to be faced with travel and housing expenses to gain experiences that are vital to their career paths in industry. SB452 provides the advantages of local opportunities for access to internships, apprenticeships, and entry-level work across a scale of productions from independent and studio films to broadcast and streaming TV series, to microbudget indies that are a spawning ground for filmmakers and animators. By enhancing the Maryland Film Production Activity Tax Credit, the state is further attracting film and television productions to Maryland with no upfront funding, only a rebate after production is completed, money is spent, and qualified spending approved through an audit and tax return.



1700 E. Cold Spring Lane • G05 Holmes Hall • Baltimore, Maryland 21251-0001
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<https://www.morgan.edu/cla/swan>



Screenwriting and Animation (SWAN) Program Cinematic Arts and Sciences

Monday February 20, 2023

SB452 will create more jobs and increase revenue to the state and small businesses. At the same time, SB452 enhances student opportunities for exposure to the levels of the collaborative workflow of actual productions and advantages their access without major collateral expenses for travel and housing. It makes it more likely that these students with powerful and transferrable skillsets will remain a vital resource for Workforce MD, thereby building their careers, entrepreneurship, and future businesses from this region.

Recently I had the opportunity with SWAN undergraduate majors to participate in a director's shadow with MFA students from MICA as well. We were invited to the Baltimore set of Apple Entertainment's period drama "Lady in The Lake," based on the book by Laura Lippman. It was mind blowing for our students to spend time with the director, set director, costume director, director of photography, and to be greeted by the star Natalie Portman as she prepared to shoot a scene in a downtown Baltimore market restored to its sixty's splendor. The knowledge obtained from the exposure was undeniably a bird's eye view of the collaborative nature of the studio industry and the small army of departments that it takes to make a major motion picture. It was even more gratifying to see SWAN alumni among the union crew working on the project in various capacities.

Over the past year, my students have worked on projects ranging from Paramount's TV series "Lioness," to Fox Motion Pictures with Lee Daniels Productions "Spook Who Sat by the Door," to Lifetime Television's "Safe Space," with director Boris Kodjoe, and star Nicole Ari Parker. We have had student PAs and alumnae work on the HBO/ Blown Deadline Production, "We Own This City" with Nina Noble and David Simon. Students have also gained the opportunity at Outlook Animation Studios (OVFX), Baltimore, to gain experience on a 2D/3D animation pipeline without leaving the state. This opportunity has led to students hired by OVFX as animators, storyboard artists, and game designers.



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Screenwriting and Animation (SWAN) Program Cinematic Arts and Sciences

Monday February 20, 2023

For SWAN, SB452 converges with a time like none other in the history of the motion picture television industry in a period of where inclusion and diversity has become a major theme for industry due to social movements and the evolution of business modeling and audience composition. Let's not miss this important window to reinforce SB452 to benefit all higher educational programs within the state of MD.

Respectfully,

Keith Mehlinger, MFA

Founding Director, Screenwriting and Animation (SWAN) Program

Gilliam College of Liberal Arts

Morgan State University



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<https://www.morgan.edu/cla/swan>

National- SB452.pdf

Uploaded by: Hayley Evans

Position: FAV

Testimony on supporting SB452
By Jeffrey Dietrich, Business Rental Account Manager at Enterprise Holdings
To
Senate Budget and Taxation Committee
February 22nd, 2023

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee,

My name is Jeff Dietrich 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 Business Rental Account Manager, I oversee rental needs and contracts for Productions and Entertainment Companies in the Maryland, DC, and Northern Virginia areas. The purpose of this testimony is to support SB452 which seeks to increase the annual available amount of film credits to \$25 million in Fiscal Year 2024 and \$50 million in Fiscal Year 2025 and each Fiscal Year thereafter. This increase in available film tax credits is important to grow the industry and support local businesses.

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 100-200 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 as well. 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 supports SB452, which seeks to increase the available film tax credits. Enterprise is just a one of many businesses that benefit from film companies selecting Maryland as their home. The increase in tax credits allows for more films to be attracted to Maryland and in turn help many of the businesses that benefit from film productions spending money in Maryland.

Sincerely,

Jeffrey Dietrich

NikkiPowell_Letter_Senate.pdf

Uploaded by: Hayley Evans

Position: FAV

Nicole Powell

114 Oak Street
Baltimore, MD 21222
(443) 615-1887
npowell@mica.edu

February 20, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the *Senate Budget and Taxation Committee*,

This letter is in full support of Senate Bill 452 that calls for an increase of the Film Production Activity Tax Credit to \$50 million by 2025 and each fiscal year thereafter. I agree with the MD Film Industry Coalition and the Baltimore Film Office that it is imperative to increase the tax credit to attract more film and television productions to Maryland. I also stand in solidarity with my union brothers and sisters of I.A.T.S.E. Local 487 to share with you how the tax credit increase directly impacts our lives and careers.

I am a Baltimore native and a product of the Baltimore City school system. After graduating from the Baltimore Polytechnic Institute, completing an undergraduate degree at University of MD at College Park, I obtained my Masters Degree in Film & Media at Johns Hopkins in 2019. It has been a tremendous blessing to work on four major productions that include; *The Spook Who Sat By The Door* pilot for FX, Netflix's *Black and Missing* docuseries, HBO's *We Own This City* and Paramount's *Lioness* after graduation.

In my role as a Locations Coordinator, I have been able to hire students from Morgan State University, Mica, JHU & Towson University. I have also been able to hire local companies and pay homeowners that support the efforts of film production in Maryland. Unfortunately, if we don't have a viable pipeline of Film and TV production, people will have to move to other states in order to continue to work in this industry. Four of my last assistants have recently moved to Atlanta in order to remain employed in media. It is my sincere desire to continue to work where I live and provide opportunities to Maryland's next generation of storytellers.

Please consider passing Senate Bill 452 in order to help create a sustainable Film & TV Industry here in Maryland.

Sincerely,

Nicole Powell

Party Plus-SB452 Support Letter.pdf

Uploaded by: Hayley Evans

Position: FAV



Leroy Dixon Enterprises, Inc.
6759 Baymeadow Drive
Glen Burnie, MD 21060
410-768-1933 1-800-TENTING
Fax 410-760-0419 www.TENTING.com

February 20, 2022

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee.

I am writing to express my wholehearted support of the proposed Film Production Tax Credit for the film activity in the State of MD. My husband and I own and operate Party Plus Tents + Events, which is a small family-owned business in Glen Burnie that specializes in Tent and Special Event Rentals. We have a staff of 14 full-time employees, 5 part-time employees, all of which live and pay taxes in the State of Maryland.

We have been very fortunate to have had the opportunity to work with many of the productions that have been filmed in MD over the last twenty-eight years. In speaking to members of these productions most (if not all) were filmed here as a direct result of the tax incentives that have been made available to them. These productions allow us to remain profitable and continue the gainful employment of our staff and the ability to hire additional staff to meet their demands. Quite frankly, without the work that they provide, often our profit would be non-existent.

With the economy slowly limping back to life due to COVID, we were very fortunate to work with the crew at HBO for the filming of We Own the City (WOTC). WOTC brought an abundance of business due to the protocols for social distancing. We were able to add 500 tables, for two, to our inventory, keep our staff at 40+ hours per week, and hire temporary labor. Without their work none of that would have been possible.

As I am sure you are aware, typically, (as with all successful business ventures), the folks in Hollywood work where it is most advantageous for them to generate the most profit possible. The direct result is that when incentives are in place, the productions are willing to set up shop here, which provides an opportunity for my company to maintain and even add staff. It also helps every other vendor that provides products and services to the movie industry. By way of example, we had to partner with another tent company and power company to meet the incredible demands of WOTC. This was a win-win for all parties.

Unfortunately, when the incentives are not in place, the productions follow the path to the areas that do provide them. In the window of time before the most recent tax credit was put into place, we had virtually no film work for many years. This creates an undue hardship to small businesses such as ours to try to capture the additional revenue that can make the difference between success and failure of the company, and employment, or unemployment, for our workers.

As an example, I can remember a few years ago when the incentives were allowed to expire, we were quite excited, as everyone thought that the folks filming the movie "Annapolis" were coming here. These hopes were short lived, however, as we were ultimately to find out that they moved the production to PA. We found out that they built a sound stage there to resemble our Annapolis area, since they were offered incentives that made it advantageous for them to do so.

The bottom line is that the tax incentives work and allow employers such as me and my husband to maintain jobs and grow their businesses in our state. Please give HB432 a favorable report that we so desperately need. I look forward to your positive actions toward passing this legislation.

Sincerely,

Lauri

Lauri Dixon
Vice President

Partial list of credits:

We Own the City
Lady in the Lake
My One & Only
Live Free or Die Hard (Die Hard IV)
The Invasion
Rocket Science
Failure to Launch
Syriana
XXX – 2 State of the Union
A Dirty Shame
Ladder 49
Wedding Crashers
Head of State,
Runaway Bride
Enemy of the State
Tuck Everlasting,
Random Hearts
Liberty Heights
The Replacements
Blair Witch II
Washington Square,
For Richer or Poorer
12 Monkeys
Die Hard with a Vengeance (Die Hard III)
Die Hard II
HBO's Game Change
HBO Veep
The Wire
NBC's Homicide: Life on the Streets
We Own the City (WOTC)

SB 452_Film_Support.pdf

Uploaded by: Jennifer LaHatte

Position: FAV



Wes Moore | Governor
Aruna Miller | Lt. Governor
Kevin A. Anderson | Secretary of Commerce
Signe Pringle | Deputy Secretary of Commerce

DATE: February 22, 2023
BILL NO: Senate Bill 452
BILL TITLE: Income Tax - Film Production Activity Tax Credit - Alterations
COMMITTEE: Senate Budget & Taxation
POSITION: Support

The Maryland Department of Commerce (Commerce) supports Senate Bill 452 - Income Tax - Film Production Activity Tax Credit - Alterations

Background:

Senate Bill 452 increases from \$12M to \$25M in FY 24 and \$50M in FY 25 and each fiscal year thereafter, the amount of tax incentives Commerce can authorize through the Film Production Activity Tax Credit in a year. The bill also expands the eligible costs and types of film productions, as well as increases the percentage of eligible costs that qualify for the tax credit.

Rationale:

Maryland has a long history of film production. We have a strong crew base, a wealth of talent and many support services. We have a variety of locations, and our film office has a strong reputation. With all of the positive reasons to film in Maryland, industry decision makers constantly question why Maryland lags behind other states in establishing a consistent and sufficiently funded incentive program.

Thirty-five states presently offer incentives to attract film production. Maryland ranks 24th in the amount of incentives available per fiscal year. The program has been limited with inconsistent funding levels since its inception, but SB 452 would make Maryland more competitive with programs in other states.

During the last year, Maryland lost at least two television series, one major limited series (with strong historical ties to Maryland), and a feature film because there were not enough tax credits available. All wanted to film here but did not due to the lack of incentives. The above losses are productions that had extensive discussions with the Film Office, over a long period of time, and whose first choice was to film in Maryland. There are dozens of other productions that took Maryland off their list as soon as they were told that incentives were not available. Countless productions do not even consider Maryland because the tax credit program is so limited in funding.

The loss of these productions means that the jobs, the revenue for local businesses, and the millions in economic impact went to states that are actively pursuing the film industry. The competition for securing the benefits of film production is fierce. In our region, Pennsylvania has \$100 million per year in film incentives, Ohio has \$40 million per year, and New Jersey has \$100 million per year. Even Mississippi has \$20 million per year. Oklahoma, a state with

limited film and television history and very little infrastructure, has \$30 million per year. Georgia, Illinois, Connecticut, Massachusetts, and Maine all have uncapped incentive programs. As a result, the Georgia peach logo is constantly seen at the end of television series and blockbuster movies. New Mexico recently raised its annual funding to \$100 million per year and as a result, NETFLIX has committed to investing more than \$1 billion over the next 10 years on sound stages, infrastructure, and production activity in New Mexico making the state a hub for NETFLIX productions. NBC/Universal just committed to building a soundstage complex and investing \$500 million in the state as well. A 2021 study determined that every dollar in tax credits results in \$8.40 in economic impact in New Mexico. Additionally, colleges and universities are ramping up their curriculums to meet the job demands of the productions coming to New Mexico.

Since the inception of the Film Production Activity Tax Credit in 2011, the nineteen productions that have qualified for tax credits have had a combined economic impact in Maryland of well over a billion dollars. During its six seasons in Maryland, House of Cards hired more than 2,000 Maryland residents per season and purchased or rented goods and services from more than 2,000 Maryland businesses per season. Each season averaged \$118 million in economic impact for the State.

Increasing the cap on the program as directed through SB 452 will allow Maryland to compete in attracting and retaining productions to grow its film industry, and to benefit from the numerous economic and ancillary benefits of film and television production.

Commerce respectfully requests a favorable report on Senate Bill 452.

Film Talk 2.pdf

Uploaded by: John Krumpotich

Position: FAV

*Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401*

RE: SB452-SUPPORT

John Krumpotich, Owner of Historic Fort Ritchie
Support for the Maryland Film Office

Last fall our property was the site of a filming location for the new television series ‘*Lioness*’ which will premiere on Paramount Plus in the near future. While the actual filming aspect of the process took five days, the capital invested into the property and local community far exceeded the week-long filming experience at our historic property. Fort Ritchie is a decommissioned Military Installation with an incredible history and approximately fifty buildings which are nearly a century old. After the property was selected for the film, Paramount almost immediately began investing funds into the site which had been left generally abandoned since its closure in 1998. Filming was done in three buildings, all of which received significant improvements on their interiors. For example, one building on site had not had power for nearly 25 years, the basement had significant debris, and the wooden floors on the first floor of the 5,000 square foot building were in rough shape. Paramount invested significant work into this building and used local labor which will now allow us to open a taproom there this year. Doors on many of our buildings were painted and hundreds of broken windows were replaced. This could not have been accomplished in such a rapid and effective manner without the presence of the production studio.

During the week of filming, the Fort absorbed 53 tractor trailers, dozens of military vehicles, and hundreds of extras who swarmed into Western Maryland from the quad-state area. The benefit to Cascade, the community surrounding the filming site, was immense to say the least. Cascade, Maryland, which currently hovers at around 11% poverty rate, was completely swarmed with business during the entire week. A café which had just opened the week before had a phenomenal opening week, the independently owned gas station had a huge spike in customers purchasing food and gasoline; Paramount bought every gallon of their propane for various uses throughout their sets. A custom metal manufacturer on site was contracted to create several pieces which enhanced the visual appeal of the site for the film and were later gifted to us. Rental and construction agencies were slammed with requests for manlifts, electrical equipment, painters, materials, and the like. Contractors were hired in droves to accommodate the rapid and quality pace of the production company’s expectations while area hotels were occupied with virtually hundreds of set designers, art departments, technical support, directors, and other staff.

Most notably, there was an exciting buzz of excitement in our region of the state surrounding the production of a movie which has not been present here since the filming of the 2003 Civil War film ‘*Gods and Generals*’. Without question, this film’s presence in Washington County generated immense value for our community and we have not yet seen the ripple effect of the show’s release. To put it in perspective, the fourth season of Paramount’s popular series *Yellowstone*, the same network producing this show, has helped Montana generate \$85 million in revenue to the state. The rural area in which that show was filmed now sees crowds of tourists

which has been a large boon for their tax base, businesses, and residents for years. The experience we were left with at Fort Ritchie was an incredibly positive one. The production company came to our property, constantly checked in to ensure our satisfaction, enhanced numerous locations on site, paid for their usage of the property, and bolstered many other local businesses in the process. The same things will be true of Maryland if the state continues to support the Film Office's capacity to highlight the geographically diverse state in which we live. Thank you, and I'd be happy to answer a few questions.

MGG Testimony SB452.pdf

Uploaded by: Karin White

Position: FAV

MELONY G. GRIFFITH
Legislative District 25
Prince George's County

Chair
Finance Committee

Executive Nominations Committee

Rules Committee

Legislative Policy Committee



Miller Senate Office Building
11 Bladen Street, Suite 3 East
Annapolis, Maryland 21401
301-858-3127 · 410-841-3127
800-492-7122 Ext. 3127
Melony.Griffith@senate.state.md.us

THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

Testimony of Senator Melony G. Griffith in Support of Senate Bill 452
Income Tax -Film Production Activity Tax Credit
Budget and Taxation Committee
Wednesday, February 22, 2023

Chair Guzzone, Vice Chair Rosapepe, and Members of the Senate Budget and Taxation Committee, I am pleased to present Senate Bill 452.

SB452 seeks to modernize Maryland's Film and Television Tax credit program to meet the changing media landscape by expanding eligibility for the State income tax credit to include documentaries and talk, reality, and game shows; altering the definition of "total direct costs" to include compensation for certain individuals; increases the percentages of total direct costs that qualify for the tax credit, and alters the aggregate amount of tax credit certificates that the Secretary of Commerce may issue each fiscal year.

Background: Beginning in 2008, over 40 states began offering tax credits and other incentive-based programs in an effort to attract film and television productions. The film industry in Maryland has been unable to keep pace with other states who offer competitive production incentives, namely Georgia and New Jersey. As a result, Maryland has lost revenue and jobs to other states. SB452 would enable Maryland to compete with other states as well as keep our talented filmmakers, producers, writers, and workers here in Maryland.

Senate Bill 452 will:

- Increase the guaranteed budgeted tax credit amount to \$50M annually
- Include producer and writer fees in the list of allowable tax credits
- Include documentaries, talk shows, reality shows, and game shows as allowable uses
- Increase top percentages of the total direct costs that qualify for the tax credit.

Thank you for the opportunity to present Senate Bill 452. I respectfully request a favorable report.

SB452 PGAHC Support.pdf

Uploaded by: Karin White

Position: FAV



February 11, 2023

Senator Melanie Griffith
Members of the Budget and Taxation Committee
Miller Senate Office Building
Annapolis, MD. 21401

**RE: Support for SB0452 – Film Production Activity Tax Credit-
Alterations**

Dear Senator Griffith and Members of the Budget and Taxation Committee,

As the General Manager of the Prince George Film Office, I am writing this letter to offer full support for S0452 - Film Production Activity Tax Credit Alterations. We feel this bill would be instrumental in the continued film production growth in Prince George's County and the state of Maryland.

Tax incentives serve as an attraction for production companies to bring their film projects to our area. Prince George's County has realized a steady increase in film productions over the last 2 years. In FY 2020 there were 22 film productions and to date in FY 2023 we have completed 15 productions including Lioness a Paramount plus series. These productions fueled over \$1 million dollars into our economy providing jobs, internship opportunities, and increase revenue for local business. We are confident that with increased access to tax credits these numbers would drastically increase.

Your passage of SB0452 to increase the amount of tax credits would help to expedite our continued film production growth and the visibility of Prince George's County and the State of Maryland as one of the premiere filming locations on the east coast.

Sincerely,

A handwritten signature in blue ink that reads "Donna Foster-Dotson".

Donna Foster-Dotson
General Manager
Prince George's Film Office
(301) 758-2558

SB452 Carroll Commissioners FAV.pdf

Uploaded by: Michael Fowler

Position: FAV

Board of County Commissioners

Edward C. Rothstein, President
Kenneth A. Kiler, Vice President
Thomas S. Gordon III
Michael R. Guerin
Joseph A. Vigliotti



Carroll County Government

225 North Center Street
Westminster, Maryland 21157
410-386-2043; 1-888-302-8978
fax 410-386-2485
MD Relay 711/800-735-2258

February 21, 2023

Senate Budget and Taxation Committee
3 West
Miller Senate Office Building
Annapolis, Maryland 21401

Re: SB452 Income Tax – Film Production Activity Tax Credit – Alterations - FAVORABLE

Dear Chair Guzzone and Members of the Committee,

We are writing to ask for a favorable report on SB452 Income Tax – Film Production Activity Tax Credit – Alterations. We believe this bill would have positive impact on film industry economic development initiatives in Carroll County and all of Maryland. Previously the Maryland Film Office tax credit incentives were cut, negatively affecting involvement with this industry. In comparison Georgia and North Carolina experience economic advantages due to their film friendly policies and recruitment techniques. Why not Maryland?

According to the [Motion Picture Association \(MPA\)](#), the film and television industry is an engine for the U.S. economy, an industry whose benefits are largely untapped by Maryland and its jurisdictions. The MPA states that the film and television industry supports a dynamic U.S. creative economy, employing 2.4 million people paying over \$186 billion in wages annually.

The film industry brings a variety of jobs, revenue, and related infrastructure development which provides an immediate boost to the local economy and tourism. The MPA states that the film industry pays \$21 billion per year to more than 260,000 businesses in cities and small towns across the country. In addition, as much as \$250,000 can be injected into local economies per day when a film shoots on location.

Maryland and Carroll County have been home to many significant tv and film productions ([Maryland Filmography](#)) in the past and we would like to have the opportunity to showcase Maryland's beauty and wonderful attributes again. Carroll County is home to a number of film and television crew personnel who would serve to attract the industry while also allowing residents to work within the county.

We ask for your support of SB452 to contribute to the success of attracting the film industry to Carroll County and Maryland and look forward to the economic benefits this bill's passage will promote.

Thank you for your consideration. If you have any questions, please do not hesitate to reach out to our office.

Very respectfully,

THE BOARD OF COUNTY COMMISSIONERS OF CARROLL COUNTY



Edward C. Rothstein (COL, Ret.)
President



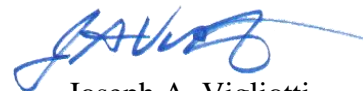
Kenneth A. Kiler
Vice President



Thomas S. Gordon III



Michael R. Guerin



Joseph A. Vigliotti

Plus One Rentals senate bill 452.pdf

Uploaded by: Nicolae Copper

Position: FAV



2/17/2023

To: Chair Guzzone and Members of the Senate Budget and Taxation Committee

Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee,

I am writing in support of Senate Bill 452, which will increase the annual amount of tax credits available for film production in Maryland.

Plus One Rentals is a small and growing business located in Laurel. We specialize in film production supply rentals and have been in business working on Maryland productions for 10 years. Big movies and television shows are our lifeline and our best chance to grow. Last year in 2022, added several new full time employees and we aim to add more as our company grows.

Major 2022 productions like AppleTV's *Lady in the Lake* and Paramount+'s *Lioness* allowed Plus One to expand our equipment offerings, hire new employees and give raises to current employees. When lawmakers provide us with favorable economic conditions, we invest in Maryland workers.

Please join the Plus One Team and all Maryland film industry workers by putting your support behind Senate Bill 452.

Sincerely,

Alexander Vogan

Alex Vogan, Owner
Plus One Rentals

9105 STE A/B WHISKEY BOTTOM RD
LAUREL, MD 20723
T (844)758-7100 U WWW.PLUSONERENTALS.COM

SAG-AFTRA Testimony SB 452.docx.pdf

Uploaded by: Nicolae Copper

Position: FAV



February 22, 2022

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W, Annapolis, MD 21401

RE: SB 452

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee,

On behalf of the nearly 5,000 local members of the Screen Actors Guild - American Federation of Television and Radio Artists, AFL-CIO who live and work in Maryland, I am writing to ask for your support of Senate Bill 452, which seeks to increase the annual amount of tax credits available for the Film Production Activity Tax Credit.

Thanks to your past support, our members have seen work return to Maryland. With your continued support, we will be able to bring new television and film projects to Maryland creating jobs, supporting local businesses, and generating revenue to the state and local governments. The legislation has been successful and with an increase to the available amount of tax credits Maryland actors, stunt persons, background actors, electricians, grips, camera crew, set dressers, prop persons, wardrobe, hair, and make up specialists, caterers, special effects experts, construction workers, drivers, assistant directors, casting personnel, production assistants, production office workers, technical advisors, security personnel, off-duty police officers, and any number of other residents will allow them to continue to work and earn a fair, livable wage in our industry here at home in Maryland.

The Washington-Mid Atlantic Local of SAG-AFTRA strongly supports this bill and encourages you to vote favorably in support of SB 452.

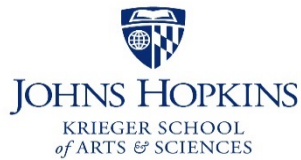
Submitted with thanks,

Ryan Hastings
Manager, Entertainment Contracts & Local Administration
SAG-AFTRA Washington-Mid Atlantic Local

Sig Libowitz Letter in Support of SB452 , Feb. 20,

Uploaded by: Nicolae Copper

Position: FAV



February 20, 2023

Dear Committee Chair Griffith and Honorable Members of the Finance Committee:

My name is Sig Libowitz and I am the Director of the Johns Hopkins Graduate School of Film and Media. While I do not speak for or on behalf of Johns Hopkins, I can speak on behalf of my students and the thousands of Film and Media students and graduates of Johns Hopkins and Towson, Morgan State and MICA, Stevenson, UMBC and the University of Maryland for whom this bill would be incredibly meaningful and would open up a host of job and internship possibilities that would allow these students (Marylanders and the children of Marylanders) the opportunity to NOT have to leave our state to find work BUT INSTEAD to continue living and working and paying taxes here in Maryland. I also speak for myself as an independent, Academy Award shortlisted producer and screenwriter, as well as an entertainment attorney, former Studio Executive (in Hollywood and NYC), and, most importantly, as a Maryland native, born & raised, a proud graduate of Baltimore Polytechnic who has returned to teach and work in the Maryland film and television industry. **I write to you today in strong and vocal support for Senate Bill 452.**

Honorable Members of the Committee – you have a fantastic opportunity before you. During just one television show made in Maryland (Netflix's *House of Cards*), the production hired on average more than 2,000 Maryland residents per season for six seasons. The production purchased or rented goods and services from more than 2,000 Maryland businesses per season and provided an economic impact of nearly \$120 million per season. This is just one show! More recently, the Paramount+ television show *Lioness* filmed across nine Maryland counties and, as just one example of their positive economic impact, bought out all the propane tanks from one Cumberland County location in a few days. Maryland businesses – office rentals, hotels, caterers and restaurants, laundromats, hardware stores and car rental facilities to name a few - benefit mightily from the economic waterfall that flows from film and television production. What could we do with many more productions and more jobs created in our state? I ask because we have - quite literally - turned away dozens and dozens of major tv and movie projects from our state and our workers and families because we have no further incentive packages to offer. Real, high-paying jobs for our students and graduates to stay and work and continue to build their crafts and livelihoods in Maryland are slipping through our fingers every month.

We know that HBO, Netflix, Amazon, Paramount+ and other studios and streamers want to shoot here in Maryland because they know from experience how good our crew base is, that the 3rd largest casting / talent base is located here in the Maryland/Capitol region, that we're a short train ride from NYC, a ready, nearby, more cost-effective and dependable alternative to Washington, DC, and we offer a wide array of locations from mountains to seashores, quaint towns and rural counties to Baltimore's hustle and Annapolis' history and architecture.

I ask you to please imagine a future where we don't have to say no to economic development, where we don't have to say no to jobs, where we don't have to say no to business expansion and creative opportunities. Our universities, our students, our graduates, our local crews and all of their families ask you to not only imagine that future but make it a reality.

From my personal experience as an independent filmmaker, I love working in Maryland and bringing business and opportunities to our state. I wrote and produced a short film, entirely shot in Maryland and hiring more than 90% Maryland residents that was shortlisted for an Academy Award and was invited to screen for the Pentagon, Congress, West Point and the French Embassy among others. I'm currently producing a web-series in Howard County that is 100% crewed by Marylanders (including many students from Hopkins, Towson and the Baltimore School for the Arts). I have tried to make other projects (feature films and television shows) here in Maryland, but could not because there were no tax credits available and I could not get a bank or distributors to finance these projects without a state tax incentive package attached. I was forced to film in other states ... even though the stories and characters were originally set for Maryland.

Maryland has a history of producing dynamic, singular and successful films and television shows here in our beautiful state: from *Diner* to *Hairspray*, from *Runaway Bride* to *Wedding Crashers*, from *Homicide* to *VEEP*, and more recently to *We Own the City* and *Lioness*. We have a strong, well-known and recognized tradition of strong local directors and storytellers – from Barry Levinson to John Waters to Michael Flanagan and Eduardo Sanchez. An expanded Film and Television Tax Incentive Program, along with its 10% set aside to promote and inspire Maryland local small films and filmmakers, will go a long way to helping our students (undergraduate and graduate) find jobs in their fields right here in our state, work and raise families here, and support future generations of amazing Maryland stories and storytellers.

Thank you for your time and thank you in advance for your support of SB452.

Best regards,



Sig Libowitz, J.D.

Director and Senior Lecturer

Johns Hopkins University Advanced Academic Programs

Graduate Film and Media Program

JHU/MICA Film Centre

10 East North Avenue

2nd Floor

Baltimore, MD 21202

Sound Department SB452.pdf

Uploaded by: Nicolae Copper

Position: FAV



Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

February 20, 2023

RE: SB452-SUPPORT

Greetings,

My name is Jaime Horrigan and I am the Managing Partner for the MD-based post sound company, Sound Department LLC. While an increase in film productions in MD can positively effect a broad range of businesses and families, today I will focus my letter on our perspective from the post sound world.

Post sound is one of the lesser known parts of the industry to most people. You may have stumbled across a video of someone performing Foley - this is where we re-create the sounds needed on screen by recording the sound of breaking celery, punching slabs of beef (fun, but less common these days), or running in place in high heels to get just the right sounds in any given scene. Additionally, we edit dialogue, create sound effects, re-record dialogue (ADR), and blend or "mix" together all of the music and sounds you hear in a film.

Speaking of ADR, several years ago we had the honor of re-recording much of Robin Wright's dialogue for Wonder Woman. This came about because Ms. Wright was in the area shooting House of Cards when the need for her dialogue re-recording came up. While we made a few bucks that day, and had a blast, the amount of credibility we've gained has been immeasurable. That never would have happened for us had HoC been shooting in Georgia or Louisiana.

When we tell folks in the industry in NY, LA, etc that we started a post sound company in MD, the most common reply is; *why?* And our answer has always been quick and easy; because the foundation is here. From our diverse range of geographic locations for filming, to our position in the mid-Atlantic connecting us to so many various cultural hubs, to our educational institutions, this area has always been a filmmaking hub in the making.

There are storytellers here. There are crew members here. There are resources to be tapped. The biggest thing keeping MD from being a larger hub in the industry is what we can offer in terms of tax incentives. We hear all the time from Producers that they went to some state or another because of the great opportunities offered to them through other state's tax incentive programs.

We are fortunate enough to have grown and established ourselves in LA, CA as well, so we are able to work on larger projects because of our LA location. We manage to keep busy with MD-based work to some degree, but we would have long since gone out of business had we not expanded outside of MD. Better tax incentives will mean more work for my team, and more opportunities to grow and establish ourselves here for the future.

Additionally, as someone who splits their time between MD and CA a fair amount for work, it's truly uncanny how many people I meet in LA who have MD roots or ties. There's an invisible pipeline between here and there, and I would love to see that grow as more and more filmmakers have the opportunity to bring their business to MD.

Thank you for your service, and thank you in advance for your support of Senate Bill 452. If there is anything else I can do to help, please do not hesitate to reach out to me: 410-507-2711

Sincerely,

A handwritten signature in black ink, appearing to read "JH", written in a cursive style.

Jaime Horrigan - Managing Partner

Thea Washington - SB452-SUPPORT.pdf

Uploaded by: Nicolae Copper

Position: FAV

*Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401*

RE: SB452-SUPPORT

Hello, my name is Thea Washington, and I'm a casting director and mom from Baltimore City. I'm writing to show my support for Senate Bill 452 sponsored by Melony Griffith. This bill would provide much-needed tax credits for the film industry, something that would prove advantageous to industry moms like myself who are looking for a way to work, without having to uproot their entire family and relocate to Los Angeles or New York City.

I know firsthand the importance of the film industry, not just in terms of providing jobs, but also in helping actors join the union, giving financial assistance and helping people achieve their goals. In my own career, I've been able to provide over 5,000 jobs and help others in achieving their dreams while supporting myself and my family. As an industry mom we need a village to make sure our kids are loved and don't skip a beat, so being where my village is located is the only way to maintain any type of balance and normalcy for me and my loved ones.

It is my belief that increased tax credits would go a long way in helping Maryland retain its rich film history, attract even more local productions, and grow the economy for our citizens. Furthermore, these tax credits would help level the playing field, enabling us to compete with bigger and more established states, where filmmakers can benefit from larger Scale and Crew incentive programs.

I personally know just how much an incentive such as this can mean to a local industry mom like myself. Daily I am thanked via Instagram, Facebook, walking the streets for hiring them to work on one of the films that has employed me. That's why I'm proud to stand here today in support of Senate Bill 452 and urge you all to join me in showing your support and backing this important piece of legislation so that we can keep Maryland on the cutting edge of the film industry. Thank you.

Thea Washington
Casting Director
410-903-3300
Theamwashington@gmail.com
@theawashingtoncasting

NikkiPowell_Letter_Senate.pdf

Uploaded by: Nicole (Nikki) Powell

Position: FAV

Nicole Powell

114 Oak Street
Baltimore, MD 21222
(443) 615-1887
npowell@mica.edu

February 20, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the *Senate Budget and Taxation Committee*,

This letter is in full support of Senate Bill 452 that calls for an increase of the Film Production Activity Tax Credit to \$50 million by 2025 and each fiscal year thereafter. I agree with the MD Film Industry Coalition and the Baltimore Film Office that it is imperative to increase the tax credit to attract more film and television productions to Maryland. I also stand in solidarity with my union brothers and sisters of I.A.T.S.E. Local 487 to share with you how the tax credit increase directly impacts our lives and careers.

I am a Baltimore native and a product of the Baltimore City school system. After graduating from the Baltimore Polytechnic Institute, completing an undergraduate degree at University of MD at College Park, I obtained my Masters Degree in Film & Media at Johns Hopkins in 2019. It has been a tremendous blessing to work on four major productions that include; *The Spook Who Sat By The Door* pilot for FX, Netflix's *Black and Missing* docuseries, HBO's *We Own This City* and Paramount's *Lioness* after graduation.

In my role as a Locations Coordinator, I have been able to hire students from Morgan State University, Mica, JHU & Towson University. I have also been able to hire local companies and pay homeowners that support the efforts of film production in Maryland. Unfortunately, if we don't have a viable pipeline of Film and TV production, people will have to move to other states in order to continue to work in this industry. Four of my last assistants have recently moved to Atlanta in order to remain employed in media. It is my sincere desire to continue to work where I live and provide opportunities to Maryland's next generation of storytellers.

Please consider passing Senate Bill 452 in order to help create a sustainable Film & TV Industry here in Maryland.

Sincerely,

Nicole Powell

AAA Ice-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV



February 17, 2023

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee,

AAA Ice Co. is part of a family-owned business that has been serving the Baltimore metropolitan area since 1921. Our plant, a local landmark, is the only ice manufacturing facility still operating in the Baltimore area.

Due to the seasonal nature of the ice business, we rely heavily on specialty accounts to keep us going through the winter. We currently have provided ice on a regular basis for LIONESS and LADY IN THE LAKE last year. We have provided ice to previous series' filming in Baltimore such as HOUSE OF CARDS, VEEP, THE WIRE and HOMICIDE and, through The MD Film Commission, we have served many movie sets while filming locally. Accounts such as these are crucial to the survival of our business. They make it possible for us to keep manufacturing and delivery personnel employed on a year-round basis. In addition, we provide revenue to other local businesses for product and materials we purchase from them in order to provide our services.

AAA Ice Co. estimates the total annual revenue for ice service to local production sets (movies, television series, etc.) to average around \$100,000.00. Ice is such a minor detail in the workings of a film production operation and yet the tremendous benefits to us and the many other local companies involved is impossible to completely measure.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. C. McPherson IV', written over a horizontal line.

John C. McPherson IV, President
AAA Ice Co. Inc.



Aaron Skalka-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

February 16, 2023

Chair Guzzone and Members of the
Senate Budget and Taxation Committee
11 Bladen Street, 3W
Annapolis, MD 21401



Dear Chair Guzzone and Committee Members:

On behalf of the employees and owners of Transportation Resources, I extend my thanks to you for your consideration of SB 452 which will extend and enhance the current motion picture and television industry's tax incentive here in Maryland. This bill will help cement Maryland as a true option for producers and studios as they seek locations for feature film and series production.

You are well aware of the benefits of these incentives to the state's treasury. The numbers are clear that there is truly no down side for the state at the income level. Anything returned to these productions as a rebate has already been earned in taxes paid by the filmmakers with at least a three percent upside in favor of the people of Maryland. However the important thing to realize is that the financial impact to the state doesn't stop there. In fact, that is just the basic benefit. The true impact is observed by following the money spent by productions downstream. Time and again, independent studies have shown that states with a robust and reliable incentive program get back three to four hundred percent of that in an indirect benefit once the funds generated are fully spent.

As a business with a strong presence here in Maryland and a resident of Annapolis, I can testify with authority that the money spent with us on productions here in Maryland stays here in Maryland and supports purchases of goods and services as well as fees paid to state agencies and income tax paid directly back to the state. These are more than numbers in a report. These are hundreds of thousands of dollars spent here that stay here.

SB 452 will allow vendors like us as well as crew members like me to work at home and invest in our careers while living in this beautiful state. The bill will give the State and Local Film Offices the ability to showcase Maryland and all it has to offer to studios and producers while remaining competitive with other locations when the conversation turns to production costs.

I am truly grateful for that which you have done so far to move this Bill along and I look forward to your favorable decision on its fate.

Kindest Regards,

Aaron Skalka

Managing Member

TRANSPORTATION RESOURCES

Logistics & Equipment | Motion Pictures & Television

890 Airport Park Rd #118 | Glen Burnie, MD 21061 USA

Baltimore Film Office SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

BALTIMORE FILM OFFICE

February 20, 2023

Chair Guzzone and Members of the
Senate Budget and Taxation Committee
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the Budget and Taxation Committee,

As Director of the Baltimore Film Office at the Baltimore Office of Promotion & the Arts, I'm writing to offer support of SB452.

Increasing the annual allotment of tax credits for film production in the state will create more jobs for crew, talent and opportunities for students and other entry level positions as well as diverse economic spend for businesses of all sizes throughout Maryland. This program pays for itself, and the state does not refund one dime of tax credits until all of the filming activity is over, money is spent and the books are audited.

The industry is shovel ready through any kind of economy. When the Covid pandemic hit, studios and labor leaders created strict protocols in order to get people back to work and to also address the need for content. In late 2020 and through 2021, commercials, independent films, a Disney/FX pilot and an HBO miniseries filmed in Maryland putting our crew and actors back to work and supporting both large and small businesses during a time they really needed it. 2022 brought an Apple TV miniseries and the first season of a new Taylor Sheridan (*Yellowstone*) series called *Lioness* which was filmed in nine counties across the state.

Several times a month, my office and the state film office receive calls from studio executives and producers looking to bring their movies or television series to Maryland. Unfortunately, we continue to tell them that the \$12 million program is closed because the annual credits have been allotted. And that's a shame, because Maryland is losing millions of dollars of economic impact to other states and the revenue for small businesses and jobs that a robust film industry brings.

We are in a position to grow this industry and SB452 will do just that. Please give SB452 a favorable report at the levels introduced.

Sincerely,



Debra Donaldson Dorsey
Director, Baltimore Film Office

Blanchard Communications-Senate Bill 452.pdf

Uploaded by: Rachel Clark

Position: FAV

BLANCHARD COMMUNICATIONS

2521 RIVA ROAD STE. P-2
ANNAPOLIS, MD 21401

Chair Guzzone and
Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

February 20, 2023

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee:

My name is Lisa Tenshaw and I work at Blanchard Communications. I am writing to express my support of Senate Bill 452. We are a small, local Motorola Communications Company in Annapolis, that specializes in the rental of two-way radios. As a small business with 5 employees, we have made "Radio Rentals" the focus of our business. We have been around for 33 years and have close to 3,000 rental radios in stock.

A huge portion of our rental revenue comes from the Film Production Industry, Not only for the daily and weekly shoots, but also for the long term, monthly rentals from the TV shows and films.

We have worked with "House of Cards" for 5 seasons, as well as "VEEP," HBO Productions, "James Boy," "The Night Watchman," "Ping Pong Summer," "Better Living Through Chemistry," and numerous other productions. With some of these productions renting 150 - 200 radios from us for up to 8 months at a time, they have had a huge impact on our rental income.

I, personally, have worked at Blanchard Communications for 32 years. I have spent many years developing relationships with the Production professionals across the country in the hopes of acquiring their business when productions come to town. It would help our business tremendously, as well as many other vendors who work with the Film and TV Industry, if you increase the Film Production Activity Tax Credits available in Maryland so that more Production Companies are drawn to filming in Maryland.

Sincerely,



Lisa Tenshaw
Vice President
Blanchard Communications

ByrdHouse Studios-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

James “Byrd” Mitchell

6325 Erdman ave
Baltimore , Maryland
443-707-9811
Foundation323@gmail.com

February 16, 2023

**Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401**

Dear Senate,

My name is Byrd and I own a production company “Byrds eye View” and recently opened a soundstage called “ The BirdHouse Studios”. We have a film school where we teach youth & adults how to shoot commercials, short films, videos & photography. This summer we plan to revamp our film summer camp. We truly believe we can save lives just by showing them we can make it here and not have to leave to be successful. Baltimore feels hopeless because we need more resources, opportunities and need to see “a success story”. Somebody they seen put in work from the ground up. It is critical to support our local talent & content creators because that’s all we got. When you own your content you own your future. We can shape the future into a better place with vivid visuals. Show more positively in the world because all we see is death here. We give the people a chance when we show the opportunity, not just say it. You can talk til you blue in the face but when you show them visuals....Everytime makes sense.

Sincerely,

James “Byrd” Mitchell

Cornerstone Antiques-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

February 21, 2023

Dear Chairman Guzzone and Members of the Senate Budget and Taxation Committee,

Thank you for giving us the opportunity to let you know what previous tax credits have done for our business in the past and hopefully will continue on into the future.

We have a furniture consignment store. Starting with shows and movies like Veep, Game Change, House of Cards, Lioness and several others, we have been the beneficiaries of tax credit legislation for the entertainment industry. Set decorators have added to our bottom line and helped us keep people employed in our store. They have spent many tens of thousands of dollars for furniture and accessories to be used in their productions.

At the end of these productions we also sometimes get the opportunity to take back furniture and accessories to re sell which also adds to our bottom line.

We are only one vendor so I can imagine how many others also benefit. I have become familiar with some of the people from Baltimore's IATSE local who work on these shows and must be happy to be employed as a result of the legislation. People coming from other places to work on these shows are also putting money back in to Maryland's economy just by staying here and spending money.

Hopefully you will continue to continue to fund these credits.

Thank you so much for what has already been done.

Respectfully,

Beth Plein
Consignment Manager
Cornerstone Antiques, Consignments, and New Home Furnishings
2175 Greenspring Dr.
Timonium, MD 21093

410-561-3767

Donald Thoms-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

*Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401*

RE: SB452-SUPPORT

My name is Donald Thoms. I'm a lifelong resident of Maryland and a television executive for nearly 50 years. I have worked for Maryland Public Television and Discovery Communications. I retired from PBS a few years ago and am now concentrating on supporting independent and filmmakers of color, while encouraging them to produce in the state of Maryland. Having crews of various sizes shooting here and spending money is important to the state.

That is why I am encouraging you to pass SB452 to give tax incentives to filmmakers, producers, and others in the industry as they view our state as a great place to film. From our Eastern shore to the mountains of Western Maryland, this state offers great locations and friendly residents.

So many other states offer great tax incentives and movie makers know it, and they sometimes flock to those states for cost savings.

Please strongly consider passing this bill.

Thanks in advance

Donald H. Thoms
Executive Producer

Ellie Wang-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

Chair Guzzone and Members of the Senate Budget and Taxation committees
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, Maryland 21401

Re:SB 452-SUPPORT

Dear Chair Guzzone and Members of the Budget and Taxation Committees

I am writing this letter in full support of SB 452 calling for an increase of the film, production activity, tax credit. It is extremely important that we increase the tax credits for our local film industry in order to compete with all the other states that have managed to increase their budgets and attract TV and film productions. This is a bill that will not only benefit our acting community but will affect so many of our other related working and union groups. This will also have a huge trickle down effect for business like our hotels, restaurants, stores , rentals and the list goes on!

I have been very fortunate in my life and have worn many hats as an actor, physical therapist, biology instructor and lobbyist . I am presently on the MPT commission/ MPT Foundation and MPT Diversity Equity Inclusion and Justice Council, Boards of SAG-AFTRA / Md. Film Industry Coalition/Santa Anonymous/ Kiwanis. I have lots of Zoom meetings as I'm sure you all do as well!
I used my wedding gift money 33 years ago to join the Screen Actors Guild and the American Federation of Television and Radio Artists -luckily I'm still working as an actor and still married!

It's so important to get the funding to bring back more productions to Maryland. We used to be the " go to destination" for so many major films and television projects. Remember Homicide Life on the Streets and The Wire? There were alot of "dead bodies " but they all got paid a good salary! Those were the good ol! days! That was ridiculous that the movie Annapolis was filmed in Philadelphia and Hairspray in Toronto! Maryland has been losing out on too much work!

We are urging your support for this bill and hope you will give it a favorable report out of committee.

Thank you for your time.

Respectfully,
Ellie K. Wang
1Sent from my iPhone

Greenspan SB452 Letter of Support.pdf

Uploaded by: Rachel Clark

Position: FAV



MAKE-UP ARTISTS & HAIR STYLISTS

70 W. 36th Street, 4A
New York, NY 10018
(212) 627-0660
(800) 222-7985
Fax (212) 627-0664
www.Local798.net

Chair Guzzone and Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

RE: SB452-SUPPORT

Dear Members of the Senate Budget and Taxation Committee:

As the field representative of the Make-up Artists and Hair Stylists Local 798, IATSE, I am writing in support of SB452, to expand the Maryland Film Production Activity Tax Credit. IATSE Local 798 represents the 42 hair stylists and make-up artists who live in Maryland. In short, the tax credit creates jobs in our state. Film productions have a crew of hundreds working on it, from applying hair styles and makeup, to designing and creating set pieces, operating cameras, lighting, sound, editorial work, and acting in order to make the production come to life. And these are just the jobs on the production itself. For example, for our members to provide hair styling and to make up the actors, products must be sourced and purchased, supporting local businesses. When a production comes to Maryland, they need to rent office space, which also needs to be furnished. Workers also turn around and put their hard-earned money right back into the local economy. The production *We Own This City* hired 1874 Marylanders. 2210 businesses, many of them small, local businesses across the state, were involved in the production in some way. The economic impact from this production alone was \$95 million. In fact, from 2011 to 2022, the economic impact of film productions in the state of Maryland was over \$1.2 billion! 18,000 businesses were engaged, and over 20,000 Marylanders were hired in good, high-paying jobs with health and pension benefits. The show *Lioness* last year, which filmed in nine counties across the state, paid over \$15 million in wages and \$5 million in benefits to residents of the state of Maryland. *Lady in the Lake* paid over \$12 million to the crew in wages and \$3 million in benefits. Because these filmed in our state, our Maryland crew members were able to stay at home rather than live in a hotel in another state, and they were able to spend their hard-earned money here, investing in their local communities. These jobs and dollars would not have come to Maryland, but for the tax credit.

What we have now is a start, but it's not enough. While the \$1.2 billion of economic impact over 11 years that the film production tax credit has created is an impressive figure to tout, the state of Georgia boasted of \$4.4 billion in economic impact last year alone. The simplest way to create more economic impact is to create a bigger pool for the tax credit. The maximum credit a production may ask for is \$10 million, and the current annual limit available is \$12 million. This means that the money is tapped out very quickly, and often by one production. By increasing the credit to \$25 million for FY 2023-24, and then \$50 million thereafter, more productions can qualify for the tax credit in the state of Maryland, which means more jobs and more positive economic impact. The return on investment in the state of Maryland on film production is approximately a \$4 return for every \$1 spent in MD!

In closing, I urge you to support SB452, expanding the Film Production Activity Tax Credit. It enables workforce development, brings jobs, and increases revenue to the state and to small businesses. The return on our investment is huge, and best of all, the tax credit program does not require any upfront funding; the credit is given after money is spent and qualifying spending is approved through an audit and a tax return is filed. Thank you.

Sincerely,

Brad Greenspan
Field Representative
Make-Up Artists and Hair Stylists
Local 798, IATSE

Jed Dietz-SB452.pdf

Uploaded by: Rachel Clark

Position: FAV

February 20, 2023

Senate Budget and Taxation Committee
11 Bladen Street, 3W
Annapolis, MD 21401

SB452-SUPPORT

Dear Chairman Guzzone and Members of the Senate Budget and Taxation Committee,

I am writing in support of SB452 / HB270 because they are unusual opportunities to increase movie production in Maryland without risk.

These bills support increased production by increasing the cap on tax incentives over the next few years, which most objective studies of tax revenue prove that it more than pays for itself. It is essential for increasing production and creating jobs in hundreds of private businesses in Maryland.

This is a huge and growing industry, and Maryland has unique competitive advantages but these bills help in a crucial first step for productions looking for locations for their productions.

Increasing production will help every effort made by educational institutions from public schools to colleges and universities, as well as arts organizations like ours. Please help Maryland expand this important part of our economy.

Jed Dietz
Founding Director, Ret.
Maryland Film Festival
Mobile: 410.456.2232

105 Ridgewood Road
Baltimore, MD 21210

SB452_PGCEX_FAV.pdf

Uploaded by: Angela Alsobrooks

Position: FWA



THE PRINCE GEORGE'S COUNTY GOVERNMENT

OFFICE OF THE COUNTY EXECUTIVE

BILL: SB 452 - Income Tax - Film Production Activity Tax Credit - Alterations

SPONSOR: Senators Griffith, *et al.*

HEARING DATE: February 22, 2023

COMMITTEE: Budget and Taxation

CONTACT: Intergovernmental Affairs Office, 301-780-8411

POSITION: SUPPORT WITH AMENDMENTS

The Office of the Prince George's County Executive **SUPPORTS SB 452 - Income Tax - Film Production Activity Tax Credit - Alterations** which alters the film production activity tax credit by (1) expanding eligible film productions to include a documentary or a talk, reality, or game show; (2) expanding eligible costs to include specified salaries, wages, or other compensation; (3) increasing the amount of eligible costs that qualify for a tax credit certificate by three percentage points; and (4) increasing the annual amount of credits the Department of Commerce may award to \$25.0 million in fiscal 2024 and to \$50.0 million annually thereafter.

Prince George's County has a growing and vibrant film community through various initiatives, including the Prince George's Film Office Film Grant Program, which awards up to \$45,000 per production/project to support filmmakers and digital visual creatives in telling their stories and support a variety of production projects. Increasing the amount of credits that can be awarded for film productions will help these local efforts to support the County's film community.

We request that the current bill be amended to include under covered film production activity "live-to-tape" non-sporting productions. This would enable the County to host and attract large-scale award shows and other live-to-tape events that Maryland currently does not attract, even from filmmakers and production companies located in Maryland. One such event is the annual Urban One Honors hosted by TV One, which had considered having the event at the MGM National Harbor but declined due to the cost. This would enable the state and county to retain those jobs, resources and experiences.

For the reasons stated above, the Office of the Prince George's County Executive **SUPPORTS Senate Bill 452 WITH AMENDMENTS** and asks for a **FAVORABLE** report.