

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

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