



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', is written over a horizontal line.

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

