



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