



Telephone: (301) 208-2080  
9200 Corporate Boulevard, Suite 220  
Rockville, MD 20850

February 10, 2026

Honorable Members of the House Ways and Means Committee  
House Office Building 6 Bladen Street  
Room 131  
Annapolis, MD 21401  
Re: House Bill 472

Dear Committee Members:

I am writing on behalf of Crossroads Live North America, formerly known as TROIKA Entertainment, to House Bill 472, extending the Theatrical Production Tax Credit. Crossroads Live North America has been an innovator in producing touring musical theatre productions for over three decades, producing shows throughout the United States and Canada, Central and South America, Europe and Asia. From working with directors and designers, to the casting of performers, to the nuts and bolts of building sets and costumes, to getting the audience in their seats for every performance, Crossroads Live is a leading expert in the theatrical industry.

Based in Montgomery County, Maryland, Crossroads Live North America employed 523 full-time theatrical professionals in our 2024-2025 season. Crossroads Live receives its employees through an Employee Leasing Company / Professional Employer Organization ("PEO"), Oasis Outsourcing Admin II, a Maryland formed corporation. These employees included hundreds of actors, stagehands, and tour managers as well as 20 locally based corporate employees, providing a full spectrum of General Management services, Production Management services, and Booking, Marketing & Sales Management services for all types and scales of theatrical productions. In addition, Crossroads Live operates a warehouse located in Baltimore County, housing theatrical props, costumes, and scenery available for rental to local productions once the touring production has concluded.

With strong ties to the Broadway community, Crossroads Live prides itself on delivering top quality productions to audiences worldwide.

In 2024 into 2025, we were able to utilize the tax incentive in Maryland, hosting technical rehearsals and a week of performances for our production of *Annie* at the Hippodrome Theatre in Baltimore, MD. Baltimore proved to be a wonderful location as the local business welcomed our touring company of over 100, and its close proximity to our warehouse location allowed for easy access to our stores of props and costumes. Spending three weeks in Baltimore, our production of *Annie* employed over 70 local stagehands. Additionally, with a week of performances, our production also increased employment for local venue staff and box office staff. Together, *Annie* grossed over \$1.1 million dollars for 8 performances in early January of 2025.



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Our production is proof that with tax incentives like the Maryland Theatrical Production Tax Credit, everyone benefits; not only financially, but culturally as well. It is our hope that you will recognize the benefits of extending the current Theatrical Production Tax Credit and will sign House Bill 472 into law.

Sincerely,

A handwritten signature in black ink that reads 'Angela Rowles' with a decorative flourish at the end.

Angela Rowles

Chief Executive Officer