



February 18th, 2020

Chair Guy Guzzone and  
The Members of the Senate Budget and Taxation Committee  
3 West Miller Senate Office Building  
718 Bladen Street  
Annapolis, Maryland  
**RE: Letter of Support for SB 71**

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

We are writing this letter to urge your support for SB718. We are the principals of a Maryland based security company which has been proud to provide security services in support of the Maryland Film Industry in recent years.

Specifically, we have served as the security vendor for both the Netflix production, "House of Cards" and the HBO production, "VEEP". These productions had resulted in the creation of jobs for over 100 employees in our company. Unfortunately, the production of "VEEP" was relocated out of Maryland after the 2016 season due to the limited film credits available. "House of Cards" ended filming in the spring of 2018. No other series has filmed continuously in Maryland until the February 2020 arrival of the Showtime Series "The President is Missing". We already have hired over a dozen new employees working in support of Showtime. As the Project begins, we plan to add an additional thirty to forty employees. In addition, our understanding is this production is planned to have multiple seasons resulting in several years of Maryland employment activity.

Many of the skilled workforce residing in Maryland supporting the MD Film Industry have relocated to other states, mostly Georgia, as production activity is booming there. In fact, our company has opened an office in Atlanta to continue to serve this industry.

We understand some critics would say these are not permanent jobs. Our experience has been that while these productions are not active year-round, we have been able to hire excellent employees and have been successful in continuing their employment with us throughout the year.

We are hopeful that continuing the Film Production Activity Credit will not only encourage existing production companies to stay in Maryland, but perhaps attract others to take advantage of the skilled employee base that reside here and would prefer to remain here as productive Marylanders.

As Maryland strives to diversify and grow its employment base in the private sector, SB71B would seem to represent a natural step in the right direction. To truly attract this industry here, it takes a consistent and meaningful incentive program to encourage the physical investment (i.e. permanent studio infrastructure) necessary to house these productions. Additionally, these productions create good paying jobs in diverse skillsets which can only help our state's reemployment initiatives. The proposed Tax Credit Program requires no upfront funding as rebates are given only after production has finished and verifiable, qualified spending is approved.

Please give careful consideration and a favorable report and pass this bill out of committee at the levels introduced.



Richard V. Cucina, Jr

Principle-CEO



David J. Standeven

Principle-CFO



Mark P. Carmen

Principle-VP