



February 9, 2026

Senator Guy J. Guzzone
Chair, Budget and Taxation Committee
Miller Senate Office Building, 3 West Wing
11 Bladen St.
Annapolis, MD 21401

RE: SB0440

Dear Senator Guzzone,

I am writing in support of the Theatrical Production Tax Credit- Sunset Extension and to ask the committee to do the same. As President of the largest supplier of touring theatrical productions in North America, I have seen the positive impact, that tax credits like this can have in the states that take advantage of them. Moreover, I have utilized the Maryland tax credit since its initial passage no less than four times.

NETworks Presentations is a Maryland based company with offices in Columbia. NETworks was founded in 1995 when we launched two theatrical tours in our first season. Thirty years later, we produce and manage between eight and twelve tours per year, some that run for four to five years. NETworks employ hundreds of talented actors, musicians, technicians and road managers from all over the country.

Over the past decade and a half, several states have recognized the positive effects touring theatrical productions have had on their local and state economics and have enacted tax credits as a way that incentivized these productions to hold their technical rehearsals in their states. With the advent of the Maryland Theatrical Production tax credit, NETworks is proud to now make Baltimore, Maryland our number one choice when putting up our shows.

In the past year and a half, we have launched our national tours at the Hippodrome Theatre in downtown Baltimore for our productions of LIFE OF PI, WATER FOR ELEPHANTS, THE PHANTOM OF THE OPERA and most recently THE GREAT GATSBY.

Our productions generate a significant amount of revenue on the local and state levels. We typically spend between \$500,000 and \$1,000,000 on direct sales to local businesses including hotels, trade stores, grocery stores and travel related to technical rehearsals per production. Furthermore, our productions disperse between \$500,000 and \$2,000,000 in taxable income and per diem to both local and traveling employees- money that is reinvested by those employees into the local economy by their daily expenditures. In terms of local employment, we create approximately 100-200 jobs while we are in town. Many of these jobs are for member of the International Alliance of Theatrical Stage Employees and the American Federation of Musicians. On PHANTOM OF THE OPERA alone, we paid out \$1,300,000 in wages for the local technical staff. We also created work hours for those who work at the venue including box office, security, custodial and front-of-house staff. Finally, the local economy gets a further boost from patrons who come to see the shows through their ticket purchases, parking fees, and dining.

The positive effects of hosting a production's technical process are not limited to only monetary benefits. Broadway tours garner national press, both prior to the show's arrival in town and for its opening performances and the city that hosts the shows receive acknowledgement in press releases. These cities and states become directly affiliated with Broadway national tours and in an age where Broadway shows are more popular, accessible and attended more than ever, this exposure is invaluable.

In the past four productions where NETworks has produced shows in Baltimore, we can unequivocally state that Maryland is our preferred venue of choice and as the saying goes..."There's no place like home."

Sincerely,

Seth C. Wenig
President
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