

December 8, 2014

Governor-Elect Lawrence J. Hogan, Jr.  
580 Taylor Ave  
Annapolis, MD 21401

Speaker Michael E. Busch  
State House, H-101  
Annapolis, MD 21401 – 1991

Senate President Thomas V. Mike Miller, Jr.  
State House, H-107  
Annapolis, MD 21401 - 1991

Dear Governor-Elect Hogan, Speaker Busch and Senate President Miller:

Our livelihood depends on local movie and television productions. While the big names and stars often receive most of the spotlight, the backbone of the Maryland film industry are talented, creative, and hardworking local men and women who are skilled tradesmen, artists, actors and small business owners in our communities. We are an industry of carpenters, truck drivers, seamstresses, restaurants, florists, caterers, hardware and paint stores, dry cleaners, hospitality industry employees and local vendors touching every corner of Maryland.

We personally feel the economic benefits of film and television production here in Maryland, but we're not the only ones. These benefits ripple across the local economy:

- Since 2011, ten productions linked to the Maryland Film Production Employment Act have hired an estimated 12,000 Marylanders, did business with 12,000 vendors, and generated an overall economic impact of over half a billion dollars<sup>1</sup>
- Season two of "VEEP" led to the hiring of 1,079 Maryland workers and purchased or rented goods and services from 1,033 Maryland vendors<sup>2</sup>
- Season two of "House of Cards" directly employed over 1,621 Maryland workers, and directly purchased or rented goods and services from over 3,085 Maryland businesses<sup>3</sup>
- According to the Towson University's Regional Economic Studies Institute, for every \$1 spent, the state's economy receives \$3.69 in total output<sup>4</sup>

These economic impacts are particularly important to consider because a recent report by the Department of Legislative Services has generated some backlash against the incentive program that has brought this economic engine to our state. But the DLS report fails to capture the multiplier effect that

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<sup>1</sup> [Maryland Department of Business and Economic Development](#)

<sup>2</sup> [The Maryland Film Office](#)

<sup>3</sup> [The Maryland Film Office](#)

<sup>4</sup> [Towson University's Regional Economic Studies Institute, February 10, 2014](#)

the incentives have on our economy – for example, the additional consumer spending and in-state taxes paid as a result of production in the state. It fails to capture the hotel nights booked while a production is in town, the meals purchased from local restaurants. It fails to capture the fact that local businesses supported by these productions need to utilize other businesses, re-invest in their own business, and hire employees to meet the needs of the productions. It fails to capture the boost in tourism that frequently comes with the filming of a popular show or movie<sup>5</sup>. To discount these benefits in calculating the value of the incentive is to miss entirely some of the most critical impacts that film and television production has on our state.

Concerns about spending are a healthy part of any budget process, but the productions shooting in Maryland consistently cite the film incentive program as a key factor when deciding where to film. This incentive program was created to attract these film and television productions to Maryland, create jobs, support local business and create economic activity. We are writing to say it is working and now we are working and our small businesses are thriving!

This incentive is administered as a refundable tax credit; only available to qualified productions that certify their Maryland spending. Therefore, there's no upfront funding, instead, a rebate is only possible after production is complete, their money is spent, their spending is qualified and approved through a comprehensive audit and a tax return is filed.

Movie and television production is a long lead business; maintaining stability in the incentive program allows productions to plan to bring their work here to Maryland. And when these productions come to town, they bring opportunities to expand the size and scope of businesses in every industry. We hope that when you evaluate this program you take into consideration the very real ways that movie productions strengthen local workers and businesses in communities across the entire state.

Respectfully,

Members of the Maryland Film and Television Industry

Marcia M. Kotula, Chief Financial Officer, WPS Paint & Decorating Center, Abingdon, MD

John C. McPherson, President, AAA Ice Inc. and Community Ice Co., Baltimore, MD

John Waters, Writer and Director, Baltimore MD

Katie Ryan, Location Coordinator, Perry Hall, MD

Carol Wilson, Elk Run Winery, Mt. Airy, MD

Patrick Burn, Location Manager, Takoma Park, MD

Al Burman, Tim's Automotive, Parkville, MD

Lee Konen, President, Cerebral Lounge, Silver Spring, MD

Ruth Waters, Director of Sales, Harrison Group Resort Hotels, Ocean City, MD

Bob Middleton, Arts Insurance Program, Maury, Donnelly and Parr, Baltimore MD

Michael Cassidy, TW Perry Building Supplies, Gaithersburg, Chevy Chase, Baltimore

Janice Kinigopoulos, Hair Department Head, Ellicott City MD

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<sup>5</sup> [Ernst & Young: Evaluating the Effectiveness of State Film Tax Credit Programs](#)

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Jon Jolles, Location Manager, Baltimore, MD  
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Dorothy Sanders, Assistant Manager at Sherwin Williams, Abingdon, MD  
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Kim Chewning, Costumer, Baltimore, MD  
Andrew Corbin, Electric Department, Westminster, MD  
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Meredith Page, Seamstress/wardrobe, Baltimore, MD  
Jennie Bell, Scenic Artist, Baltimore, MD  
Ruth Steele, Scenic Painter, Baltimore, MD  
Skye Lane, Prop Department, Baltimore, MD  
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cc: Maryland General Assembly