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Chair Atterbeary and Members of the House Ways and Means Committee
House Office Building, Room 131
6 Bladen Street
Annapolis, MD 21401

RE: HB432-SUPPORT

Dear Chair, Atterbeary and Distinguished Members of the House Ways and Means Committee:

I am writing to express my wholehearted support of the proposed Film Production Tax Credit for the film activity in the State of MD. My husband and I own and operate Party Plus Tents + Events which is a small family- owned business in Glen Burnie that specializes in Tent and Special Event Rentals. We have a staff of 14 full time employees, 5 part time employees, all of which live and pay taxes in the State of Maryland.

We have been very fortunate to have had the opportunity to work with many of the productions that have been filmed in MD over the last twenty-eight years. In speaking to members of these productions most (if not all) were filmed here as a direct result of the tax incentives that have been made available to them. These productions allow us to remain profitable and continue the gainful employment of our staff and the ability to hire additional staff to meet their demands. Quite frankly, without the work that they provide, often our profit would be non-existent.

With the economy slowly limping back to life due to COVID, we were very fortunate to work with the crew at HBO for the filming of We Own the City (WOTC). WOTC brought an abundance of business due to the protocols for social distancing. We were able to add 500 tables, for two, to our inventory, keep our staff at 40+ hours per week, and hire temporary labor. Without their work none of that would have been possible.

As I am sure you are aware, typically, (as with all successful business ventures), the folks in Hollywood work where it is most advantageous for them to generate the most profit possible. The direct result is that when incentives are in place, the productions are willing to set up shop here, which provides opportunity for my company to maintain and even add staff. It also helps every other vendor that provides products and services to the movie industry. By way of example, we had to partner with another tent company and power company to meet the incredible demands of WOTC. This was a win-win for all parties.

Unfortunately, when the incentives are not in place, the productions follow the path to the areas that do provide them. In the window of time before the most recent tax credit was put into place, we had virtually no film work for many years. This creates an undue hardship to small businesses such as ours to try to capture the additional revenue that can make the difference between success and failure of the company, and employment, or unemployment, for our workers.

As an example, I can remember a few years ago when the incentives were allowed to expire, we were quite excited, as everyone thought that the folks filming the movie "Annapolis" were coming here. These hopes were short lived, however, as we were ultimately to find out that they moved the production to PA. We found out that they built a sound stage there to resemble our Annapolis area, since they were offered incentives that made it advantageous for them to do so.

The bottom line is that the tax incentives work and allow employers such as me and my husband to maintain jobs and grow their businesses in our state. **Please give HB432 a favorable report** that we so desperately need. I look forward to your positive actions toward passing this legislation.

Sincerely,

Lauri

Lauri Dixon
Vice President

Partial list of credits:

My One & Only
Live Free or Die Hard (Die Hard IV)
The Invasion
Rocket Science
Failure to Launch
Syriana
XXX – 2 State of the Union
A Dirty Shame
Ladder 49
Wedding Crashers
Head of State,
Runaway Bride
Enemy of the State
Tuck Everlasting,
Random Hearts
Liberty Heights
The Replacements
Blair Witch II
Washington Square,
For Richer or Poorer
12 Monkeys
Die Hard with a Vengeance (Die Hard III)
Die Hard II
HBO's Game Change
HBO Veep
The Wire
NBC's Homicide: Life on the Streets
We Own the City (WOTC)