



Written Statement of
Len Higashi
Acting Executive Director
Hawaii Technology Development Corporation
before the
House Committee on Finance
Wednesday, March 27, 2019
2:30 p.m.
State Capitol, Conference Room 308

In consideration of
SB33, SD3, HD1
RELATING TO ECONOMIC DEVELOPMENT.

Chair Luke, Vice Chair Cullen, and Members of the Committee.

The Hawaii Technology Development Corporation (HTDC) submits **comments** on SB33, SD3, HD1 that repeals the annual \$35,000,000 rolling cap and extends the repeal date for the motion picture, digital media, and film production income tax credit; provided that provided that the University of Hawaii, West Oahu campus and HTDC execute a memorandum of understanding for a no-cost lease agreement for at least 65 years that includes a provision for the potential transfer of title to a certain parcel of University of Hawaii, West Oahu campus land.

HTDC respectfully defers to UH on the proposed no-cost lease agreement. HTDC is supportive of facilitating the project with DBEDT, CID provided that appropriate resources are available. DBEDT, CID, has advised us that they intend to issue a Request for Information (RFI) in this fiscal year, followed by a Request for Proposal (RFP) for a public, private partnership to design, build, and operate the new studio complex in early 2020. HTDC looks forward to supporting DBEDT and working with other stakeholders on this project.

Thank you for the opportunity to offer these comments.



DAVID Y. IGE
GOVERNOR

MIKE MCCARTNEY
DIRECTOR

DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

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Statement of
MIKE MCCARTNEY
Director

Department of Business, Economic Development, and Tourism
before the
HOUSE COMMITTEE ON FINANCE

Wednesday, March 27, 2019
2:30 P.M.
State Capitol, Conference Room 308

In consideration of
SB 33, SD3, HD1
RELATING TO ECONOMIC DEVELOPMENT.

Chair Luke, Vice Chair Cullen and Members of the House Committee on Finance.

The Department of Business, Economic Development and Tourism (DBEDT) appreciates the intent and offers **comments** on SB33, SD3, HD1, which seeks to increase the annual \$35 million cap for the motion picture, digital media, and film production income tax credit to \$55 million, extends its sunset date to 2033 and adds language linking the effective date to the execution of a memorandum of understanding between DBEDT and the University of Hawaii committing to a no cost, 65-year lease for the unimproved lands as noted in this measure.

DBEDT values the proposed extension of the film tax credit program to 2033, and the increase in the cap to \$55 million, providing this does not supplant executive budget priorities. Both combined would give more certainty to the entertainment industry and studio developers and help Hawaii maintain its reputation as a prime location for film production. These elements are also necessary for Hawaii lawmakers and the administration to realize its vision of a new commercial multi-stage and media complex on Oahu.

DBEDT supports the Memorandum of Understanding (MOU) proposed in this measure, as it provides the department with a document with the specificity necessary to issue a Request for Information (RFI) in this fiscal year, followed by a

Request for Proposal (RFP) for a public, private partnership to design, build, and operate the new studio complex in early 2020.

DBEDT requests amending Part IV, page 4, lines 7-10 to the following:

The executive director of the Hawaii technology development corporation shall promptly notify notify the director of taxation upon successful execution of the memorandum of understanding.

Act 143, the motion picture, digital media, and film production tax credit is the driver for our future workforce. The symbiotic relationship between film production, our university programs and creative workforce development programs are all critical to paving the way for new infrastructure development and the jobs it will bring for our students in the years ahead.

Thank you for the opportunity to testify on this measure.

DAVID Y. IGE
GOVERNOR

JOSH GREEN M.D.
LIEUTENANT GOVERNOR



LINDA CHU TAKAYAMA
DIRECTOR

DAMIEN A. ELEFANTE
DEPUTY DIRECTOR

**STATE OF HAWAII
DEPARTMENT OF TAXATION**

830 PUNCHBOWL STREET, ROOM 221
HONOLULU, HAWAII 96813

<http://tax.hawaii.gov/>
Phone: (808) 587-1540 / Fax: (808) 587-1560
Email: Tax.Directors.Office@hawaii.gov

To: The Honorable Sylvia Luke, Chair
and Members of the House Committee on Finance

Date: Wednesday, March 27, 2019
Time: 2:30 P.M.
Place: Conference Room 308, State Capitol

From: Linda Chu Takayama, Director
Department of Taxation

Re: S.B. 33, S.D. 3, H.D. 1, Relating to Economic Development

The Department of Taxation (Department) defers to the Department of Business Economic Development and Tourism (DBEDT) on the merits of S.B. 33, S.D. 3, H.D. 1, and offers the following comments for the Committee's consideration.

S.B. 33, S.D. 3, H.D. 1, amends the motion picture, digital media, and film production income tax credit (film credit). A summary of key provisions of H.D. 1 are as follows:

- Increases the film credit annual aggregate cap from \$35 million to \$55 million;
- Extends the sunset date of film credit from January 1, 2026 to January 1, 2033;
- Directs University of Hawaii (UH) West Oahu to execute a memorandum of understanding (MOU) with Hawaii Technology Development Corporation (HTDC) for a no-cost lease agreement of certain lands for a minimum of 65 years by no later than December 31, 2020;
- Provides that the increase of the film credit annual aggregate cap and the extension of the film credit will be effective upon the execution of the MOU between UH West Oahu and HTDC for a no-cost lease agreement of certain lands, and will apply to taxable years beginning after December 31 of the prior calendar year;
- Repeals this measure on January 1, 2021 if the MOU between UH West Oahu and HTDC for a no-cost lease agreement of certain lands is not executed by December 31, 2020; and
- Has a defective effective date of July 1, 2112.

First, the Department notes that Act 143, Session Laws of Hawaii 2017 (Act 143), enacted the annual film credit cap of \$35 million effective for taxable years beginning after December 31, 2018. The Department continues to work with DBEDT to develop procedures and rules that are consistent with Act 143. DBEDT certifies the film credit by pre-qualifying productions, certifies qualified production costs, and certifies the amount of film credit allocated to each qualified production for the taxable year.

Second, the Department suggests amending the definition of “qualified production costs” to clarify that the costs must be subject to general excise tax (GET) or use tax at the rate of 4% or be subject to income tax if GET or use tax do not apply.

"Qualified production costs" means the costs incurred by a qualified production within the State that are subject to the general excise tax at the highest rate under chapter 237 if the payee is engaged in business in the State, use tax at the highest rate under chapter 238 if the payee is not engaged in business in the State, or income tax under this chapter if the costs are not subject to tax under chapter 237 and chapter 238, that have not been financed by any investments for which a credit was or will be claimed pursuant to section 235-110.9. Qualified production costs include but are not limited to:

- (1) Costs incurred during preproduction such as location scouting and related services;
- (2) Costs of set construction and operations, purchases or rentals of wardrobe, props, accessories, food, office supplies, transportation, equipment, and related services;
- (3) Wages or salaries of cast, crew, and musicians;
- (4) Costs of photography, sound synchronization, lighting, and related services;
- (5) Costs of editing, visual effects, music, other post-production, and related services;
- (6) Rentals and fees for use of local facilities and locations, including rentals and fees for use of state and county facilities and locations that are not subject to general excise tax under chapter 237 or income tax under this chapter;
- (7) Rentals of vehicles and lodging for cast and crew;
- (8) Airfare for flights to or from Hawaii, and interisland flights;
- (9) Insurance and bonding;
- (10) Shipping of equipment and supplies to or from Hawaii, and interisland shipments; and
- (11) Other direct production costs specified by the department in consultation with the department of business, economic development, and tourism;

provided that any government-imposed fines, penalties, or interest that are incurred by a qualified production within the State shall not be “qualified production costs”.

Third, the Department suggests amending section 235-17(h), HRS, to clarify that the Department can require a qualified production to submit information with the post-production report by administrative rules, and to specify that untimely submission of the post-production report constitutes a waiver of the right to claim the film credit.

“(h) Every taxpayer claiming a tax credit under this section for a qualified production shall, no later than ninety days following the end of each taxable year in which qualified production costs were expended, submit a written, sworn statement

to the department of business, economic development, and tourism, together with a verification review by a qualified certified public accountant using procedures prescribed by the department of business, economic development, and tourism, identifying:

- (1) All qualified production costs as provided by subsection (a), if any, incurred in the previous taxable year;
- (2) The amount of tax credits claimed pursuant to this section, if any, in the previous taxable year; ~~and~~
- (3) The number of total hires versus the number of local hires by category and by county~~[-]~~; and
- (4) Any other information required by administrative rule.

Failure to comply with the requirements of this subsection shall constitute a waiver of the right to claim the credit. This information may be reported from the department of business, economic development, and tourism to the legislature in redacted form pursuant to subsection (i) (4)."

Fourth, the Department suggests adding a new subsection to section 235-17, HRS, that requires GET and income tax withholding for certain "qualified production costs".

"(xx) For qualified production costs of \$100,000 or more paid to a single taxpayer during the taxable year, a qualified production shall withhold from the taxpayer and remit to the department of taxation the following amounts:

- (1) For general excise tax, four per cent plus any applicable county surcharge of the qualified production costs; and
- (2) For net income tax, six per cent of the qualified productions costs.

The department of taxation shall prescribe the method by which a qualified production shall remit the amounts withheld under this subsection."

Finally, the Department notes that is able to administer the changes to the film credit in Part II of the measure as increasing the aggregate cap would not cause a significant administrative burden to the Department.

Thank you for the opportunity to provide comments.



OFFICE OF ECONOMIC DEVELOPMENT
THE COUNTY OF KAUA'I

DEREK S. K. KAWAKAMI, MAYOR
MICHAEL A. DAHLIG, MANAGING DIRECTOR

ROBBIE MELTON
DIRECTOR

March 26, 2019

Finance Committee
Honorable Representative Sylvia N. Luke, Chair
Honorable Ty J.K. Cullen, Vice Chair

RE; SB 33, SD3, HD1 (HSCR1687)
RELATING TO ECONOMIC DEVELOPMENT FILM TAX CREDIT

Date: Wednesday, March 27, 2019
Time: 2:30pm
Place: Conference Room 308
State Capital 415 South Beretania Street, Honolulu, HI

Aloha Chair Luke, Co-Chair Cullen and Committee Members,


Thank you for allowing the Kauai Film Commission to SUPPORT the INTENT of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

The Hawaii State Film Tax Credit over the past several years has clearly demonstrated the credit's essential role in bolstering the state's thriving film and television production industry with almost \$500MM in production spending. The removal of the state's current tax credit cap is essential to provide the stability necessary to attract additional productions and create additional jobs for Hawaii residents all across the state. This will allow them to stay at home to make a living wage. In addition, media students can remain at home while getting the on the job training that is vital to the success of their future career.

Additional impacts felt by local businesses and communities when productions come to town include owners and managers of furniture, lumber and consignment stores, rental car services, restaurants, hotel and lodging facilities and other businesses providing products and services during productions.

Thank you for the opportunity to testify on this matter.

Respectfully,



Sandra Kaauwai
Kauai Film Commissioner





TRACY BENNETT
FILM COMMISSIONER, Maui County Film Office
Mayor Victorino's Office of Economic Development
2200 Main St., Suite 303
Wailuku, HI 96793
808-270-8237

March 26, 2019

House Finance Committee
Chair Luke
Vice-Chair Cullen

RE: SB33 SD3 HD1 – Relating to Film/Digital Media Industry Development/Economic Dev.

Aloha Chair Luke, Vice Chair Cullen and Committee Members,

Please accept this letter of testimony **IN SUPPORT** of SB33 SD3 HD1. Maui County has over 280 members directly engaged in various trades and crafts within the Film, Television, and Digital Media Industry, as well as countless vendors, local businesses, caterers, and rental companies that rely heavily on the constant stream of productions and projects that has grown in the County over the past 5 years.

There has been a 22% increase in the last 2 years of our active crew database, and a 900% increase in the production spend since 2016. The current \$35M cap would decimate several projects currently planning to film in Maui County in 2019 and 2020, and removal of the cap would ensure positive growth and enormous economic impact for every County. Passing SB33 SD3 HD1 would create stability in the industry statewide, as well as Maui County, and continue to grow our base of craftsmen, performers, and most importantly, keep our students interested in learning the various trades at home with a new West Oahu Studio campus, as opposed to moving to Los Angeles or the mainland in order to gain education and experience.

This tax credit assures growth and the investment of diversity to the economy of Maui County and Hawaii. Mahalo for your consideration.

Respectfully,

Tracy Bennett
FILM COMMISSIONER, MAUI COUNTY



UNIVERSITY OF HAWAII SYSTEM

Legislative Testimony

Testimony Presented Before the
House Committee on Finance
March 27, 2019 at 2:30 p.m.

By
Kalbert K. Young
Vice President for Budget and Finance/Chief Financial Officer
University of Hawai'i System

SB 33 SD3 HD1 – RELATING TO ECONOMIC DEVELOPMENT

Chair Luke, Vice Chair Cullen, and members of the Committee:

Thank you for the opportunity to present testimony on SB 33 SD3 HD1. The University only offers the following comments on this measure. This bill proposes to raise the annual \$35,000,000 rolling cap to \$55,000,000 and extends the repeal date for the motion picture, digital media, and film production income tax credit; provided that the University of Hawai'i (UH), West O'ahu campus (UHWO) and Hawai'i Technology Development Corporation (HTDC) execute a memorandum of understanding for a no-cost lease agreement for at least 65 years that includes a provision for the potential transfer of title to a certain parcel of UHWO campus land. The University defers to Department of Business, Economic Development and Tourism (DBEDT) or the State Department of Taxation as to the merits of changing the structure of the tax credit. The University does offer comments on the condition of a no-cost lease agreement included in the HD1 version of the bill.

The UH has been developing an academic program to elevate creative media education at UHWO for the better part of the past decade. Furthermore, the University's Academy of Creative Media System (ACM System), helps fund and coordinates collaboration among 17 different programs at all ten UH campuses throughout the islands. The Legislature has been supportive of this effort and have even appropriated funds towards the construction of an Academy for Creative Media building at UHWO. Through the UH efforts and buoyed by the Legislature's support, the film, television and digital content industry, hires ACM graduates and makes it possible for them to stay in the islands with living wage jobs.

Since 2015, the UH has been working on a partnership with DBEDT on their efforts to develop a film production studio on the west side of O'ahu. UH has provided DBEDT with a letter of intent and have already reserved 30 acres of land from UHWO's campus and University village development plans in order to lease the property to DBEDT for its film studio project.

The University does not want to be the developer of the film studio, but does want to support DBEDT's efforts in this area, because UH believes that a studio in close

proximity to the UHWO campus will not only help develop the local industry, it will also help with the State workforce, our University graduates, and also elevate our ACM program academically.

The University had always anticipated giving a long-term lease to DBEDT for their development of the film studio. For development of a conventional film studio concept the University would agree that a no-cost lease arrangement is agreeable. However, if DBEDT or the film studio developer were to develop a facility or use that is other than a conventional film studio – for example, entailing retail, commercial, or visitor attraction businesses, UH would expect that use of its land include provisions for some consideration of revenue sharing.

The University has been a very cooperative partner to make its own land available for the project – even incorporating it into the University's development plans for the UHWO campus. Having property legislatively identified to be stripped away from the University is objectionable, but also does not account for the University's needs to retain value for its assets.

Thank you for the opportunity to submit testimony on this measure.



MOTION PICTURE ASSOCIATION OF AMERICA, INC.

TESTIMONY IN SUPPORT

OF HAWAII SENATE BILL 33 SD 3 HD 1

Motion Picture, Digital Media,

and Film Production Income Tax Credit

HOUSE COMMITTEE

ON

FINANCE

WEDNESDAY, MARCH 27, 2019

STATE CAPITOL

HONOLULU, HAWAII

MADAM CHAIR LUKE, MEMBERS OF THE COMMITTEE, MY NAME IS VANS STEVENSON. I AM SENIOR VICE PRESIDENT OF STATE GOVERNMENT AFFAIRS FOR THE MOTION PICTURE ASSOCIATION OF AMERICA. OUR MEMBERS INCLUDE THE LEADING PRODUCERS AND DISTRIBUTORS OF TELEVISION PROGRAMS AND MOTION PICTURES WORLDWIDE IN ALL VENUES FROM NETWORK TELEVISION TO INTERNET STREAMING.

IN ADDITION TO CBS, WHICH AS YOU ARE WELL AWARE, PRODUCES THE LOCALLY BASED HAWAII 5-0 AND MAGNUM PI TELEVISION SERIES, MPAA MEMBERS INCLUDE DISNEY, FOX, NETFLIX, PARAMOUNT, NBC UNIVERSAL, SONY PICTURES AND WARNER BROS.

I AM SUBMITTING THIS WRITTEN TESTIMONY IN SUPPORT OF HAWAII SENATE BILL 33. THIS LEGISLATION COULD SIGNIFICANTLY ENHANCE HAWAII'S PRODUCTION TAX INCENTIVE PROGRAM.

MADAME CHAIR AND MEMBERS OF THE COMMITTEE, WE URGE THAT YOU ADOPT AMENDMENTS TO THE LEGISLATION THAT WILL REMOVE THE CAP ON AVAILABLE ANNUAL CREDITS FOR THE PROGRAM AND THE SUNSET DATE TO MAKE THE INCENTIVE PROGRAM IN HAWAII PERMANENT. WE WOULD ALSO REPECTFULLY RECOMMEND THAT YOU ALSO ADOPT

AN AMENDMENT THAT WOULD REMOVE THE LINK BETWEEN THE EXECUTION OF A LEASE AGREEMENT BETWEEN THE UNIVERSITY OF HAWAII AND THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION FOR THE DEVELOPMENT OF A STUDIO FACILITY. WE SUPPORT THE DEVELOPMENT OF A STUDIO FACILITY. HOWEVER, FOR THAT FACILITY TO BECOME A REALITY, A STABLE INCENTIVE PROGRAM NEEDS TO BE IN PLACE FIRST.

MPAA AND ITS MEMBERS SUBMIT THAT THOSE AMENDMENTS WILL ENSURE STABILITY AND PREDICTABILITY FOR MOTION PICTURE AND TELEVISION PRODUCERS, WHO WANT TO BRING EVEN MORE PROJECTS TO HAWAII. IT WILL ALSO PAVE THE WAY FOR THE DEVELOPMENT OF A STUDIO FACILITY.

THIS WILL ALSO EXTENDS HAWAII'S ECONOMIC REACH INTO THE WORLD OF MORE THAN 500 SCRIPTED TELEVISION AND STREAMING PROGRAMS AS WELL AS SCORES OF MOTION PICTURES THAT ARE SEEKING LOCATIONS FOR THEIR PRODUCTIONS. WE KNOW BOTH THE STATE AND THE PEOPLE OF THE ALOHA STATE WILL BENEFIT FROM GOOD PAYING UNION JOBS TO SIGNIFICANT ECONOMIC ACTIVITY.

TODAY, COST IS THE SINGLE MOST IMPORTANT FACTOR FOR A PRODUCER IN DETERMINING WHERE A PROJECT WILL BE LOCATED. HAWAII COMPETES

SUCCESSFULLY AGAINST MORE THAN A DOZEN OTHER STATES, AS WELL AS NATIONS WORLDWIDE BY ATTRACTING ITS SHARE OF MOTION PICTURE AND TELEVISION PRODUCTIONS.

BY ELIMINATING THE CAP AND MAKING THE PROGRAM PERMANENT, HAWAII WILL CREATE AN EVEN GREATER ECONOMIC DEVELOPMENT OPPORTUNITY. THE CURRENT PROVISION IN SB 33 THAT CAPS THE BUDGET AT \$55 MILLION A YEAR LIMITS THE ABILITY FOR HAWAII TO ATTRACT PRODUCTION PROJECTS. 5-0 AND MAGNUM RECEIVE \$34 MILLION IN ANNUAL CREDITS ALONE. THAT LEAVES ONLY \$21 MILLION IN CREDITS ON AN ANNUAL BASIS. IN 2018, MORE THAN \$90 MILLION IN CREDITS WERE AWARDED TO TELEVISION AND MOTION PICTURE PROJECTS IN HAWAII.

AN UPCAPPED PERMANENT PROGRAM AFFORDS THE MAXIMUM OPPORTUNITY TO ATTRACT EVEN MORE OF THE GROWING SHARE OF THE OVER 500 SCRIPTED TELEVISION AND STREAMING SERVICE SERIES CURRENTLY IN PRODUCTION AS WELL AS EVEN MORE THEATRICAL MOTION PICTURES CURRENTLY IN DEVELOPMENT...THAT RANGE FROM NETWORK TELEVISION SERIES TO NETFLIX ORIGINAL PROGRAMS AND FEATURES.

THE VISION OF THE HAWAII LEGISLATURE TO CREATE JOBS AND STIMULATE THE ECONOMY IS BEING REALIZED BECAUSE OF THE PRODUCTION INCENTIVE. YOU HAVE ATTRACTED AND HOSTED HAWAII 5-0 FOR EIGHT SEASONS...AND NOW MAGNUM PI, FOR A SECOND SEASON. BOTH TELEVISION SERIES TOGETHER EMPLOY NEARLY 1,000 CAST AND CREW MEMBERS.

IN ADDITION, HAWAII HAS BEEN THE LOCATION RECENTLY FOR SEVERAL MAJOR THEATRICAL MOTION PICTURES INCLUDING MOST RECENTLY HOBBS AND SHAW, THE FAST AND FURIOUS SPIN-OFF STARRING DWAYNE JOHNSON...AND JURASSIC WORLD: FALLEN KINGDOM...BOTH FROM UNIVERSAL STUDIOS...AS WELL AS JUNGLE CRUISE FROM DISNEY STUDIOS THAT WAS FILMED ON KAUAI.

WITH AMENDMENTS TO REMOVE THE CAP AND MAKE THE PROGRAM PERMANENT, HAWAII SENATE BILL 33 WILL AGAIN CREATE STABILITY AND PREDICTABILITY FOR PRODUCERS. SB 33 COULD PAVE THE WAY FOR 5-0 AND MAGNUM PI IN FUTURE YEARS UPON RENEWAL, AS WELL AS, POTENTIALLY, NEW TELEVISION AND STREAMING SERIES AS WELL AS MOTION PICTURE PRODUCTIONS.

PRODUCTION ECONOMY ACTIVITY IN HAWAII WAS ESTIMATED TO BE 500 MILLION DOLLARS OVER THE

PAST FIVE YEARS. THIS YEAR ALONE AN ESTIMATED 300 MILLION WILL BE INVESTED INTO THE HAWAII ECONOMY.

BECAUSE OF THE TAX INCENTIVE PROGRAM, HAWAII HAS ENJOYED A VIBRANT MOTION PICTURE AND TELEVISION INDUSTRY. THIS TRANSLATES INTO JOBS IN A WIDE RANGE OF INDUSTRIES WELL BEYOND PRODUCTION CASTS AND CREWS. THE PRODUCTION INDUSTRY CONTRIBUTES IN A VERY REAL WAY TO STATE AND LOCAL ECONOMIES BY PROVIDING ECONOMIC STIMULUS THROUGH ON-LOCATION PRODUCTION, JOBS, SPENDING ON GOODS AND SERVICES...FROM SCORES OF LOCAL BUSINESSES AS WELL AS RELATED INFRASTRUCTURE DEVELOPMENT.

MADAM CHAIR LUKE, MEMBERS OF THE COMMITTEE, WE URGE YOU TO APPROVE SENATE BILL 33 WITH THE AMENDMENTS WE PROPOSE.

ON BEHALF OF MPAA AND OUR MEMBER COMPANY STUDIOS, TELEVISION COMPANIES AND INTERNET STREAMING SERVICES, WE LOOK FORWARD TO THE CONTINUATION OF A LONG AND SUCCESSFUL PARTNERSHIP WITH HAWAII...AND BEING PART OF

YOUR WELCOMING, DYNAMIC STATE AND
COMMUNITY FOR YEARS TO COME.

WE WANT TO CONTINUE TO ENSURE THAT MOTION
PICTURE AND TELEVISION PRODUCTION IN HAWAII IS
CERTAIN, PREDICTABLE, SUSTAINABLE AND ROBUST.



CBS CORPORATION STATEMENT IN SUPPORT
OF HAWAII SENATE BILL 33 SD 3 HD 1
BEFORE THE HOUSE COMMITTEE
ON FINANCE

Wednesday, March 27, 2019

State Capitol

Honolulu

MADAM CHAIR LUKE AND MEMBERS OF THE COMMITTEE, MY NAME IS JOHN ORLANDO. I AM THE EXECUTIVE VICE PRESIDENT OF GOVERNMENT RELATIONS FOR CBS CORPORATION, AND SUBMIT THIS WRITTEN TESTIMONY REGARDING HAWAII SENATE BILL 33.

ON BEHALF OF CBS AND ALL 600 CAST AND CREW MEMBERS OF HAWAII 5-0 AND MAGNUM PI, WE SUPPORT SENATE BILL 33. WE DO BELIEVE THAT CERTAIN AMENDMENTS TO SB 33 WOULD FURTHER ENHANCE HAWAII'S PRODUCTION TAX INCENTIVE PROGRAM.

WE URGE YOU TO ADOPT AMENDMENTS TO THIS LEGISLATION THAT WOULD REMOVE THE CAP ON AVAILABLE ANNUAL CREDITS UNDER THE PROGRAM, AND REMOVE THE SUNSET DATE. BY REMOVING THE CAP AND MAKING THE PROGRAM PERMANENT, THE LEGISLATURE WILL CREATE FURTHER STABILITY AND PREDICTABILITY TO ONE OF THE MOST SUCCESSFUL AND COMPETITIVE INCENTIVE PROGRAMS IN THE UNITED STATES AS WELL AS WORLDWIDE.

WE ALSO SUGGEST THAT YOU ADOPT AN AMENDMENT REMOVING THE TIE BETWEEN THE CREDIT PROGRAM AND THE EXECUTION OF A LEASE BETWEEN THE UNIVERSITY OF HAWAII AND THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION FOR THE DEVELOPMENT OF A STUDIO FACILITY. CBS SUPPORTS THE DEVELOPMENT OF THE STUDIO FACILITY IN WESTERN OAHU, BUT WE RESPECTFULLY SUBMIT THAT TO ATTRACT PRODUCERS TO THE FUTURE FACILITY, THE INCENTIVE PROGRAM MUST FIRST BE STABILIZED.

COST, IN ADDITION TO PRODUCTION INCENTIVE PROGRAM STABILITY AND LONGEVITY, ARE THE THREE MOST IMPORTANT FACTORS IN DETERMINING WHERE A TELEVISION SERIES WILL BE PRODUCED. THE VISION OF THE HAWAII LEGISLATURE TO CREATE JOBS AND STIMULATE THE ECONOMY HAS BEEN REALIZED BY ATTRACTING HAWAII 5-0 AND SUSTAINING THE PRODUCTION, WHICH IS NOW IN ITS NINTH SEASON. THE SERIES CURRENTLY EMPLOYS 300 CAST AND CREW MEMEBERS AND ABOUT 250 LOCAL BACKGROUND PERFORMERS AN EPISODE.



RECENTLY, MAGNUM PI WAS PICKED UP FOR A SECOND SEASON, WHICH IS DIRECTLY RELATED TO THE CREDIT PROGRAM. THIS SERIES ALSO EMPLOYS 300 CAST AND CREW MEMBERS AND ABOUT 250 LOCAL BACKGROUND PERFORMERS AN EPISODE.

SB 33, WITH SUGGESTED AMENDMENTS, ENHANCES THAT STABILITY AND PAVES THE WAY FOR HAWAII 5-0 AND MAGNUM PI IN FUTURE YEARS UPON RENEWAL, AS WELL AS POTENTIALLY NEW TELEVISION SERIES.

IN ADDITION TO STIMULATING THE ECONOMY, WITH AN ESTIMATED \$646 MILLION IN TOTAL SPEND OVER THE PAST EIGHT YEARS, AND THIS YEAR AN ADDITIONAL \$190 MILLION, HAWAII 5-0 AND MAGNUM PI ARE SHOWCASES FOR HAWAII THAT HAVE ALSO STIMULATED TOURISM TO THE ISLANDS FROM VISITORS AROUND THE WORLD. HAWAII 5-0 AND MAGNUM PI ARE NOT ONLY POPULAR IN THE U.S., THEY HAVE FOUND ENORMOUS AUDIENCES WORLDWIDE.

IN 2018, THERE WERE APPROXIMATELY 500 SCRIPTED TELEVISION SERIES PRODUCED IN THE U.S. WITH SO MUCH CURRENT DEMAND FOR EPISODIC TELEVISION, HAWAII NOW HAS THE OPPORTUNITY TO ATTRACT NEW SERIES TO THE STATE. REMOVING THE ANNUAL CAP TO THE INCENTIVE PROGRAM AND MAKING IT PERMANENT CAN PROVIDE PRODUCERS WITH THE BUDGETING CERTAINTY THEY NEED TO GREENLIGHT IN HAWAII ONE OF THESE MANY NEW SERIES.

WITH A STABLE AND PERMANENT PRODUCTION TAX INCENTIVE PROGRAM, HAWAII WILL ALSO GIVE OPPORTUNITIES TO THE U OF H FILM STUDENTS DREAMING OF CREATING THEIR OWN HIT SHOW OR MOVIE. INSTEAD OF JUST DREAMING ABOUT PRODUCING IN HAWAII, THEY COULD ACTUALLY REALIZE THIS DREAM.

ON BEHALF OF CBS, WE LOOK FORWARD TO A CONTINUATION OF OUR PARTNERSHIP WITH HAWAII AND BEING A MEMBER OF THE COMMUNITY FOR YEARS TO COME.



WARNER BROS. TESTIMONY IN SUPPORT
OF HAWAII SENATE BILL 33 SD 3 HD 1
Motion Picture, Digital Media,
and Film Production Income Tax Credit
BEFORE THE HOUSE COMMITTEE
ON FINANCE

WEDNESDAY, MARCH 27, 2019

STATE CAPITOL

HONOLULU, HI

MADAM CHAIR LUKE AND MEMBERS OF THE COMMITTEE, MY NAME IS MICHAEL WALBRECHT, VICE PRESIDENT OF PUBLIC AFFAIRS FOR WARNER BROS. ENTERTAINMENT.

WARNER BROS. HAS A LONG HISTORY OF FILMING IN THE ALOHA STATE, DATING BACK TO "OPERATION PACIFIC" IN 1951. WE HAVE SUCCESSFULLY FILMED FEATURES INCLUDING CLINT EASTWOOD'S "HEREAFTER" AND RELEASED MAJOR BLOCKBUSTERS SUCH AS "KONG: SKULL ISLAND" AND "GODZILLA", BOTH FILMS THAT BENEFITED FROM HAWAII'S TAX INCENTIVE PROGRAM.

I AM SUBMITTING WRITTEN TESTIMONY IN SUPPORT OF **HAWAII SENATE BILL 33**, RESPECTFULLY REQUESTING AMENDMENTS TO THE LEGISLATION THAT INCLUDE THE REMOVAL OF THE CURRENT CAP ON AVAILABLE ANNUAL CREDITS FOR THE PROGRAM AND THE SUNSET DATE TO MAKE THE INCENTIVE PROGRAM PERMANENT. WE STRONGLY BELIEVE THAT A PERMANENT PRODUCTION TAX CREDIT PROVIDES STABILITY AND PREDICTABILITY FOR FILM AND TELEVISION PRODUCERS LIKE WARNER BROS. WHO WANT TO CONTINUE SHOOTING IN THE BEAUTIFUL STATE OF HAWAII.

TODAY, COST AND STABILITY ARE THE MOST IMPORTANT FACTORS WHEN WE EVALUATE WHERE TO LOCATE A PRODUCTION. LOCATIONS WITHOUT AN ANNUAL FUNDING CAP SUCH AS GEORGIA AND BRITISH COLUMBIA ARE MOST COMPETITIVE IN WINNING PROJECTS BECAUSE OF THEIR STABILITY AND CONTINUED CAPACITY. BY REMOVING THE CAP AND MAKING THE PROGRAM PERMANENT, WE STRONGLY BELIEVE THAT HAWAII'S PROGRAM WILL CONTINUE TO THRIVE AND CREATE EVEN GREATER ECONOMIC IMPACT FOR LOCAL ECONOMY AND RESIDENTS. AS A DIRECT RESULT OF THE TAX INCENTIVE PROGRAM, HAWAII HAS ENJOYED A VIBRANT MOTION PICTURE AND TELEVISION INDUSTRY WITH GOOD PAYING UNION JOBS AND SIGNIFICANT ECONOMIC ACTIVITY THAT DIRECTLY RESULTS FROM OUR PRODUCTIONS THROUGH SPENDING ON GOODS AND SERVICES SOURCED FROM LOCAL BUSINESSES.

WE ALSO RESPECTFULLY RECOMMEND AN AMENDMENT THAT WOULD REMOVE THE LINKAGE BETWEEN THE EXECUTION OF A LEASE AGREEMENT BETWEEN THE UNIVERSITY OF HAWAII AND THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION FOR THE DEVELOPMENT OF A STUDIO FACILITY. WE ARE SUPPORTIVE OF THE DEVELOPMENT OF MORE STUDIO SPACE TO BETTER ACCOMMODATE OUR NEEDS AS AN INDUSTRY. HOWEVER, A TAX CREDIT PROGRAM THAT IS CONTINGENT ON A LEASE AGREEMENT BEING SIGNED WILL CREATE UNCERTAINTY DUE TO THE INTRODUCTION OF A

VARIABLE WE HAVE NO CONTROL OVER THAT COULD KEEP US FROM GETTING THE CREDIT. WE SAW THIS SCENARIO ON A PROJECT WE WORKED ON IN 2018 IN ANOTHER JURISDICTION THAT NEARLY RESULTED IN THE LOSS OF THE CREDIT BECAUSE BOTH PARTIES COULD NOT AGREE ON THE TERMS OF THE LEASE. THIS PROVISION CAUSES GREAT CONCERN FOR WARNER BROS.

MADAM CHAIR LUKE AND MEMBERS OF THE COMMITTEE, WE URGE YOU TO APPROVE SENATE BILL 33 AND SUPPORT THE GROWTH OF THE FILM AND TELEVISION INDUSTRY IN HAWAII. WE LOOK FORWARD TO THE CONTINUATION OF A LONG AND SUCCESSFUL PARTNERSHIP AND BEING PART OF YOUR FILM AND TELEVISION COMMUNITY FOR YEARS TO COME.

**TESTIMONY OF ROBERT TOYOFUKU ON BEHALF OF NBC/UNIVERSAL IN
REGARDING SB 33 SD 3, HD 1**

Hearing: Wednesday, March 27, 2019
Committees: Finance

To: Chairperson Sylvia Luke and Members of the House Committee on Finance:

My name is Bob Toyofuku and I am presenting this testimony on behalf of NBC/Universal regarding S.B. 33, SD 3, HD 1 Relating to Economic Development.

The SD 3, HD 1 increases the maximum amount of tax credits (\$35,000,000) commonly referred to as the “cap,” which went into effect as of January 1st of this year to \$55 million. NBCUniversal prefers and supports the removal of the maximum amount of the tax credits.

The State of Hawaii has historically offered a stable, predictable and uncapped incentive program, which when combined with stunning locations and a talented, collegial workforce, has allowed companies like NBCUniversal to film some of its most iconic content in the state. Over the past 9 years, Hawaii has been hosted filming for signature titles such as *Battleship*, *Jurassic World* and *Jurassic World: Fallen Kingdom*. During this time, NBCUniversal spent in excess of \$117MM on labor, goods and services in the Hawaii economy, shot 540 location days, and hired over 9,094 Hawaii workers in front of and behind the camera. Indeed, NBCUniversal just recently filmed on Kauai hiring 135 local workers and spending more than \$8MM on local hotels, \$650K on local vehicle rentals and \$1.5MM on location fees.

With an uncapped stable incentive, Hawaii has competed successfully with leading global production centers to attract film and television projects produced for worldwide distribution. From 2016 through 2018 productions filming in Hawaii generated more than \$990MM in spending with steady growth year over year.

As global production continues to grow (*495 scripted series were produced last year, an increase from 422 in 2015 and 288 in 2012 and feature film production is increasing on average 7% per year*), there is an opportunity for Hawaii to continue attracting direct investment and expanding its production base.

With the current amount of filming already been done in the state, incentives under the \$35MM or \$55M cap will quickly be exhausted which will inhibit future growth in state's the entertainment industry. The removal of the "cap" is imperative in order to maintain a positive trajectory in economic development in the state.

NBCUniversal has been in discussion with the other stakeholders and the legislators involved in the creation of the creative media center and a film studio and supports the idea of moving this forward.

Thank you for the opportunity to testify on this measure.

March 26, 2019

The House of Representatives
The Thirtieth Legislature
Regular Session of 2019

Committee on Finance
Rep. Luke, Chairperson
Rep. Cullen, Vice-Chair

The past several years has seen the likes of many feature films. With the addition of the new locally based TV series, Magnum P.I. , along with Hawaii 5-0 that is in its 9th year of production and the numerous other productions, the Film and Digital Media has generated over \$400 million in our state.

Our company, Magic Island Productions does productions that are filmed in Hawaii and aired in Japan. Besides the countless amount of monies expended in the Japanese industry, the State of Hawaii benefits from the exposure of Hawaii as a tourist destination. The value of this exposure is more than the Hawaii Tourism Authority could ever wish for in their annual budget.

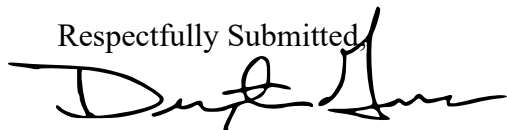
We truly appreciate the efforts of the Committee on Economic Development and Business and the Higher and Lower Education's to raise the ceiling of \$35 million to \$55 million. However, that will not create stability in the industry. My vote is to eliminate the cap entirely and make the program permanent. Also, this shouldn't be contingent upon the execution of a lease agreement between the University of Hawaii, West Oahu and the Hawaii Technology Development Corporation to build a new studio on their site.

I'd like to see the industry grow steadily, to benefit our children who live in a social-media world. These types of opportunities will spawn hope within our children that want to be part of the Media and Film Industry in Hawaii. It's safe to say that children today, not only aspire to be doctors, lawyers, firemen and policemen but actors, Directors and Producers as well.

I had the opportunity to speak at the community meeting in Waimanalo a couple of years ago. At the time, the community had opposed the commercial filming industry in Waimanalo. All I asked of them was to give their children of Waimanalo, a chance to make a choice in their future, and if it was in the film industry, who was to say that a native of Waimanalo couldn't be the person to produce the true story of Hawaii. Sometimes, people only look behind them. They should look forward to the future. Jason Mamoia and Dwayne Johnson are examples that our children emulate and aspire to be.

We can create a sustainable industry if we keep looking forward and not backwards. We respectfully ask to eliminate the cap and the contingency to build a studio at the West Oahu Campus.

Respectfully Submitted



Dexter Gomes
Magic Island Productions



HAWAII TEAMSTERS AND ALLIED WORKERS, LOCAL 996

Affiliated with the International Brotherhood of Teamsters

1817 Hart Street
Honolulu, Hawaii 96819-3205

Telephone: (808) 847-6633
Fax: (808) 842-4575

Testimony to the House Committee on Finance

Wednesday, March 27, 2019 2:30 p.m.
Conference Room 309, State Capitol

RE: SB33 SD3 HD1 – RELATING TO FILM AND DIGITAL MEDIA INDUSTRY DEVELOPMENT

Chair Luke
Vice-Chair Cullen
And Members of the Finance Committee

Hawaii Teamsters and Allied Workers **strongly supports** the intent of SB33 SD3 HD1 with following amendments. This measure would \$35 Million dollar cap to \$55 million on the movie tax credit. We ask that the cap be repealed, not raised. We believe the cap repeal would help further stabilize the film industry in the State of Hawai'i. We also support the severability clause in the bill. We ask if the Committee would retroactively implement the bill on 12/31/18, to keep scheduled productions in place for this year.

The film and media industry has provided stable income with livable wages, medical, and retirement benefits for our members and their families and other citizens. The Hawai'i Teamsters Local 996 Movie Division is made up of over 220 professionals including CDL Type A Drivers, Location Managers, Casting Directors, and Animal Wranglers. From January of 2016 through February 2019, our Movie Division membership has seen a 55% increase from 123 to 220, and still growing.

Recently, our members have expressed their fears that the overall tax credit cap would be a detriment to their work opportunity by creating a disincentive for production companies to

return to the state. Local Industry professionals have shown the quality of our workforce with production companies and that confidence is reflected when over 80% of the crew are Hawai'i citizens.

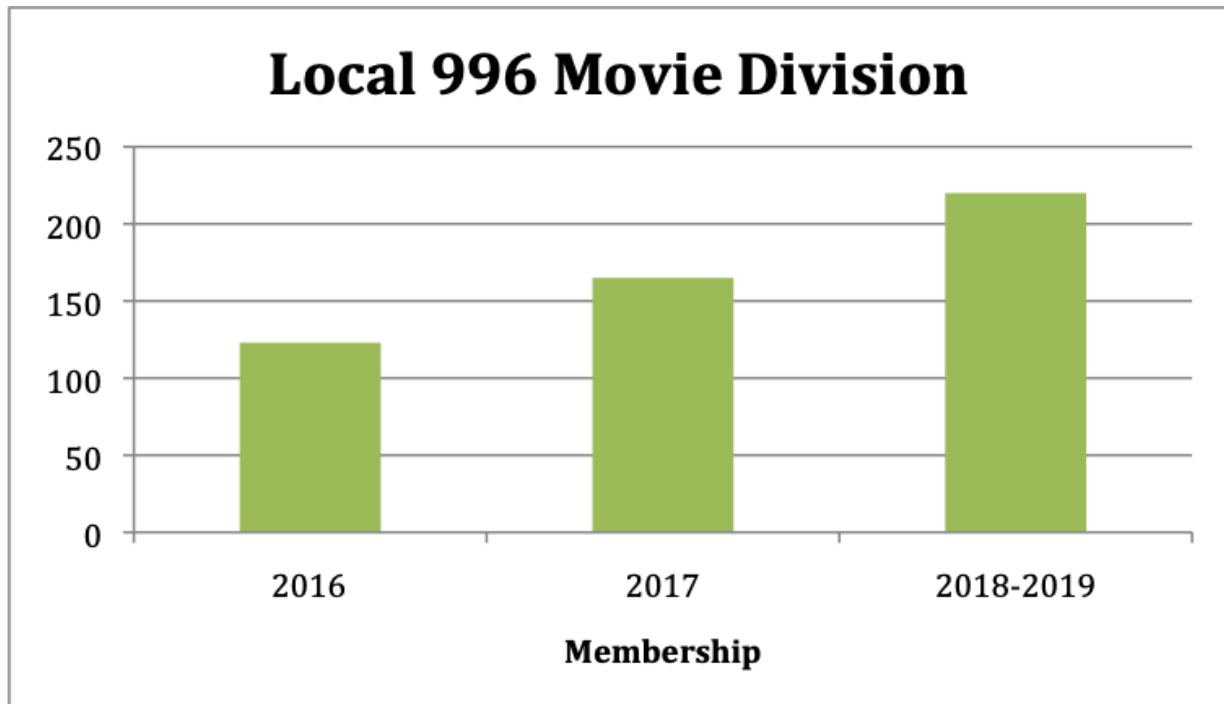
For the past 12 years the tax rebate has operated without a cap and our members, others in the film industry, small, and large businesses have seen and experienced firsthand the benefits the film industry doing business here.

We humbly ask the members of the committee to continue to support our residents in an industry they've helped to thrive.

Thank you for the opportunity to testify on SB33 SD3 HD1

Cody Sula
Government Affairs Liaison
Hawaii Teamsters and Allied Workers Local 996

. .



-Local 996 has shown a 55% increase in the Movie Division membership from 123 members to 220 members from Jan 2016 through Feb 2019.

-Teamster positions covered by the CBA:

CDL Type A Drivers	Casting Directors
Location Directors	Animal Wranglers

-Referral rules require non-union members to work a total of 8 hours over 30 calendar days in a covered position to be eligible for membership.

-Since 2016, production companies have employed the majority of the Union movie division roster, as well as non-union workers on film projects due to the influx of work.

The Movie Industry has mobilized our workforce and has provided stable income with livable wages and benefits for the families of our members in State of Hawai'i.

SB-33-HD-1

Submitted on: 3/26/2019 9:44:44 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Dean Des Jarlais	Hawaii Media Inc.	Support	No

Comments:

I am writing to support the the intent of SB 33. As a business owner servicing the film and television industry, we have enjoyed record breaking numbers of productions filming in Hawaii and contributing to the growth of our state's economy in 2018. With the introduction of the cap at \$35 million, we are already seeing productions cancel shooting this year. This is exactly what happened in other states that imposed a cap on tax credits. We cannot repeat this error and drive producers away to more friendly locations.

We need to remove the cap entirely if we want this industry to grow and prosper. We need to make this retroactive to December 31, 2018, and extend the sunset date to January 1, 2030.

Although development of sound stages on the West Oahu campus of the University of Hawaii is desirable, it is premature to include this in the legislation. If the cap is not removed, there will be no need for additional stages, because the business will have gone to more film friendly locations.

SB-33-HD-1

Submitted on: 3/26/2019 6:38:28 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
David L. Cunningham	GVS Accelerator	Support	No

Comments:

Aloha! Please remove the cap for the film tax credit. It is critical to not only my job and those that I represent on the Big Island through our accelerator program but critical to so many jobs and state wide and as an economic engine. As a point of comparison, Fiji has a 47% rebate. It is the ONLY reason why projects are choosing to film there. Please also consider the model of New Zealand that has many incentives not just for visiting productions but also for local productions. We should be looking at models from places like New Zealand and Iceland which we have far more in common with versus California.

Our program is about attracting private investments into local productions. We currently have two projects that will immediately NOT be funded if the tax rebate remains confusing and limited.

Mahalo for your consideration,

David L. CunninghamG

GVS Accelerator



INTERNATIONAL ALLIANCE OF THEATRICAL STAGE EMPLOYEES LOCAL 665
“Hawai’i’s Technicians for Film, Television, Stage and Convention since 1937”

March 25, 2019

Hawaii State Senate
The Thirtieth Legislature
Regular Session of 2019

COMMITTEE ON FINANCE

Rep. Sylvia Luke, Chair

Rep. Ty J.K. Cullen, Vice Chair

Rep. Stacelynn K.M. Eli
Rep. Daniel Holt
Rep. Scot Z. Matayoshi
Rep. Scott Y. Nishimoto

Rep. Cedric Asuega Gates
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Rep. Kyle T. Yamashita

Rep. Troy N. Hashimoto
Rep. Bertrand Kobayashi
Rep. Nadine K. Nakamura
Rep. Tina Wildberger

SB33, HD1 – RELATING TO ECONOMIC DEVELOPMENT

Wednesday, March 27, 2019 at 2:30PM, Conference Room 308
State Capitol, 415 South Beretania Street

Aloha, Chair Luke, Vice Chair Cullen, and Members of the Committee –

Mahalo for the opportunity to testify on SB33, HD1.

- We **SUPPORT** the INTENT of the bill to restore the Hawai’i Film Tax Credit’s ability to incentivize projects to come here, but we feel the \$55 Million cap does not reach far enough. We recommend REMOVING the cap altogether to cast a wider net for projects.
- We **SUPPORT** adding the severability provision;
- We respectfully **PROPOSE** implementing a retroactive initiation date of 12/31/18.
- We respectfully **PROPOSE** a sunset date of 1/1/2030 to demonstrate the stability of our industry and allow for long-term project planning;

WHY DO WE NEED A TAX CREDIT? Production companies go where they will receive a good return on their investment and our tax credit is what keeps Hawai’i competitive as a film location. Because the cap was implemented on January 1st, projects have already decided not to come to Hawai’i because they would not receive their rebate in a timely manner.

IT PAYS FOR ITSELF: The global exposure the State receives from film and TV is MASSIVE. For example, in 2018, it cost an advertiser about \$88,000 to air a 30-second commercial during “Hawai’i

Five-O's" time slot¹. If you see the show as a one-hour commercial for Hawai'i, that's \$7.92M of advertising dollars. Multiply that times 25 episodes times NINE YEARS, and that equates to \$1.54 BILLION dollars of airtime dollars. And that's just one show in one country. By the way, a 30-second commercial during "Magnum P.I." cost advertisers \$99,000. That adds \$178M of promotional value for the State for 2018, and that's not counting all FIVE JURASSIC films, two King Kong movies, two Godzilla films, Hunger Games, Jumanji, Jungle Cruise, Pirates of the Caribbean and NUMEROUS film projects – big and small – that are done here. All together, these film projects equate to BILLIONS of dollars of marketing value for Hawai'i that the State benefits from and pays ZERO dollars for. That's a good exchange for Hawai'i.

IT'S A RESPONSIBLE CREDIT: Film expenditures and tax revenues are enjoyed by the State BEFORE any rebate is paid out for AT LEAST one to two YEARS. That is NEW money that is circulating in the economy well before we pay out on it. The tax rebate is doing its job, bringing work here every year.



WORKFORCE: Local 665 represents about 1,100 film, television and stage technicians throughout the State, up from 753 in 2014 (see graph). Last year was our busiest year-to-date, and we continue to train new workers to keep up with the growing demand. Thousands more work in the film industry.

GROWTH: We have enjoyed an uncapped industry for 12 years, solidifying Hawai'i's reputation as a film-friendly locale. In 2005, the year prior to the inception of the Film Tax Credit, films spent \$117.1M. Last year, productions spent \$477M, resulting in \$825M in estimated Economic Impact – almost a BILLION dollars. That's new money that comes into the State that reaches far into the economy, allowing people to buy homes, create businesses and build infrastructure.

¹ <https://adage.com/article/media/tv-pricing-chart/315120/>

GOOD TECHNICAL JOBS: Hawai'i's film industry creates good-paying jobs where **One Job is Enough**. As the State continues to lose residents to the mainland, we are blessed with two television shows and several films that allow us to afford Hawai'i's high cost-of-living, remain in our homeland, work in an industry we love and provide for our families. However, we need shows to come throughout the year to equal full-time work. A cap may deter films from coming at the end of the year.

What we do requires **technical expertise**, and the technology keeps changing. Some of the bigger shows bring the latest technology to our doorstep which would cost thousands of dollars to travel to the mainland to learn. If we are to remain competitive, we need to be able to work with the newest equipment and adapt to a changing environment. Big shows bring that gear, and we get hands-on training.

THE FUTURE: The students of the Academy for Creative Media (ACM) program and the future student film academy are counting on a thriving film economy when they graduate, or they will travel to where the work is. If that happens, we will be educating someone else's workforce. Our decisions TODAY will impact the future growth of our film industry. Please extend the Film Tax Credit to 2033!

THE MESSAGE: Removing the cap will tell companies that their investment is welcome here. Keeping the cap says that we don't want them to spend too much money here. Other cities have suffered when a cap was implemented because jobs went to uncapped markets. The cap will drastically affect our earning potential and make it very difficult to live in the most expensive State in the nation.

CAP LIMIT: During a previous hearing, the question was posed, "What's the right cap limit?" The answer is, there isn't one. New Orleans capped their industry at \$180M in 2015. That's FIVE TIMES higher than our cap, and they still lost 80% of their work to Atlanta.

ECONOMIC OUTLOOK: If the consensus is that the economy will adjust downward soon, then the last thing you want to do is keep work away from the State. Instead, we need to incentivize business even more. It is more imperative that we be a competitive film locale.

INFRASTRUCTURE: Although we are **grateful** for any and all infrastructure that keep films here longer, films won't come here if the cap is in place. Companies will not partner with us unless they have a good return on their investment. An unencumbered tax credit is what we need.

In closing, the men and women of IATSE Local 665 appreciate the committees' continued support of the film industry. We humbly ask that the committees pass SB 33, HD1, RETROACTIVE TO DECEMBER 31, 2018, so that Hawai'i's film industry may continue its continued upward growth.

Mahalo,
Irish Barber
IATSE Local 665, Business Representative

SB-33-HD-1

Submitted on: 3/26/2019 12:41:43 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Daniel Rosner	Hawaii Media Inc.	Comments	No

Comments:

I am Danny Rosner, President of Hawaii Media Inc. We are the largest local provider of Camera, Grip and Lighting Equipment for the motion picture production industry in Hawaii. While I support the intent of this bill, I do not support the bill in it's entirety.

Specifically, while I am in favor of the Tax Credit, I am opposed to any cap on the credit.

Because of the Tax Credit, my company has tripled in size from 5 to 15 employees. This is due directly to the \$500,000,000 cash infused and churned into our island economy. The benefits of that kind of impact to our financial system far outweigh any potential risks incurred.

Limiting the credit with a cap would send the wrong message to the out of state producers, creating uncertainty which is already driving them to shoot in more friendly locations. Please eliminate the cap and extend the term of the film tax credit.

Mahalo.

SB-33-HD-1

Submitted on: 3/26/2019 10:27:35 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Pride Work HI	Pride at Work Hawaii	Support	Yes

Comments:

Aloha Representatives,

Pride@Work Hawaii supports the passage of SB 33 SD 3 HD 1. We ask that the bill be amended to remove the cap to the Motion Picture, Digital Media, and Film Production Income Tax Credit.

Mahalo for the opportunity to testify in support of SB 33 SD 2 HD 1.

Pride@Work Hawaii



HOUSE OF REPRESENTATIVES
THE THIRTIETH LEGISLATURE
REGULAR SESSION OF 2019

COMMITTEE ON FINANCE
Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

Rep. Stacelynn K.M. Eli	Rep. Nadine K. Nakamura
Rep. Cedric Asuega Gates	Rep. Scott Y. Nishimoto
Rep. Troy N. Hashimoto	Rep. Chris Todd
Rep. Daniel Holt	Rep. Tina Wildberger
Rep. Lisa Kitagawa	Rep. Kyle T. Yamashita
Rep. Bertrand Kobayashi	Rep. Bob McDermott
Rep. Scot Z. Matayoshi	

RE: SB 33, SD3, HD1 RELATING TO ECONOMIC DEVELOPMENT

Wednesday, March 27, 2019
2:30 PM
Conference Room 308
State Capitol
415 South Beretania Street, Honolulu, HI

March 25, 2019

From: Ricardo Galindez and Roy Tjioe
Island Film Group
99-1245 Halawa Valley St.
Aiea, HI 96701
808-536-7955

Aloha Chair Luke, Vice Chair Cullen and Members of the Committee:

We support SB 33, SD3, HD1 with regard to an increase in the annual cap, subject to the following comments:

1. **ALL STATES THAT HAVE REDUCED OR CAPPED THEIR FILM TAX CREDITS HAVE SEEN A DRAMATIC REDUCTION IN PRODUCTION.** Hawaii competes both nationally and internationally for film, television and production work. The local industry, both crew and vendors, have worked hard and invested millions of dollars in capital. The growth of the industry has taken decades to achieve but it can be decimated by a single legislative action.
2. **TYING THE REMOVAL OR INCREASE OF THE CAP TO NEGOTIATIONS WITH THE UNIVERSITY OF HAWAII IS INAPPROPRIATE.** While the construction of a new film studio is necessary, the entire film industry of Hawaii should not be held hostage to negotiations between state agencies/divisions.
3. **IF THERE IS TO BE A CAP IT MUST BE AT LEAST AT THE LEVEL OF CURRENT PRODUCTION (\$100M/YEAR).** Anything less will drive down the number of productions in the state and dismantle the industry that we have all worked so hard to support.
4. **PRORATION, AS IT IS CURRENTLY PROPOSED, WILL NOT WORK.** If there is to be an annual cap, any claims in excess of the cap should be paid in the current year from the following year's allocation. This will give more certainty to production and allow for the legislature to revisit the cap on an annual basis if necessary.
5. **OF THE 35 STATES THAT OFFERS SOME FORM OF PRODUCTION INCENTIVE (INCLUDING PUERTO RICO, THE US VIRGIN ISLANDS AND WASHINGTON DC) HAWAII'S INCENTIVE RANKS 22ND, TIED WITH CALIFORNIA, UTAH AND MINNESOTA.** While Hawaii does not have the largest tax incentive, it has been a stable and reliable incentive that has worked to grow the industry to over \$500m annually. Legislative calls to diversify Hawaii's economy routinely occur when our tourism industry suffers. Film, television and commercial production

Me ke aloha,



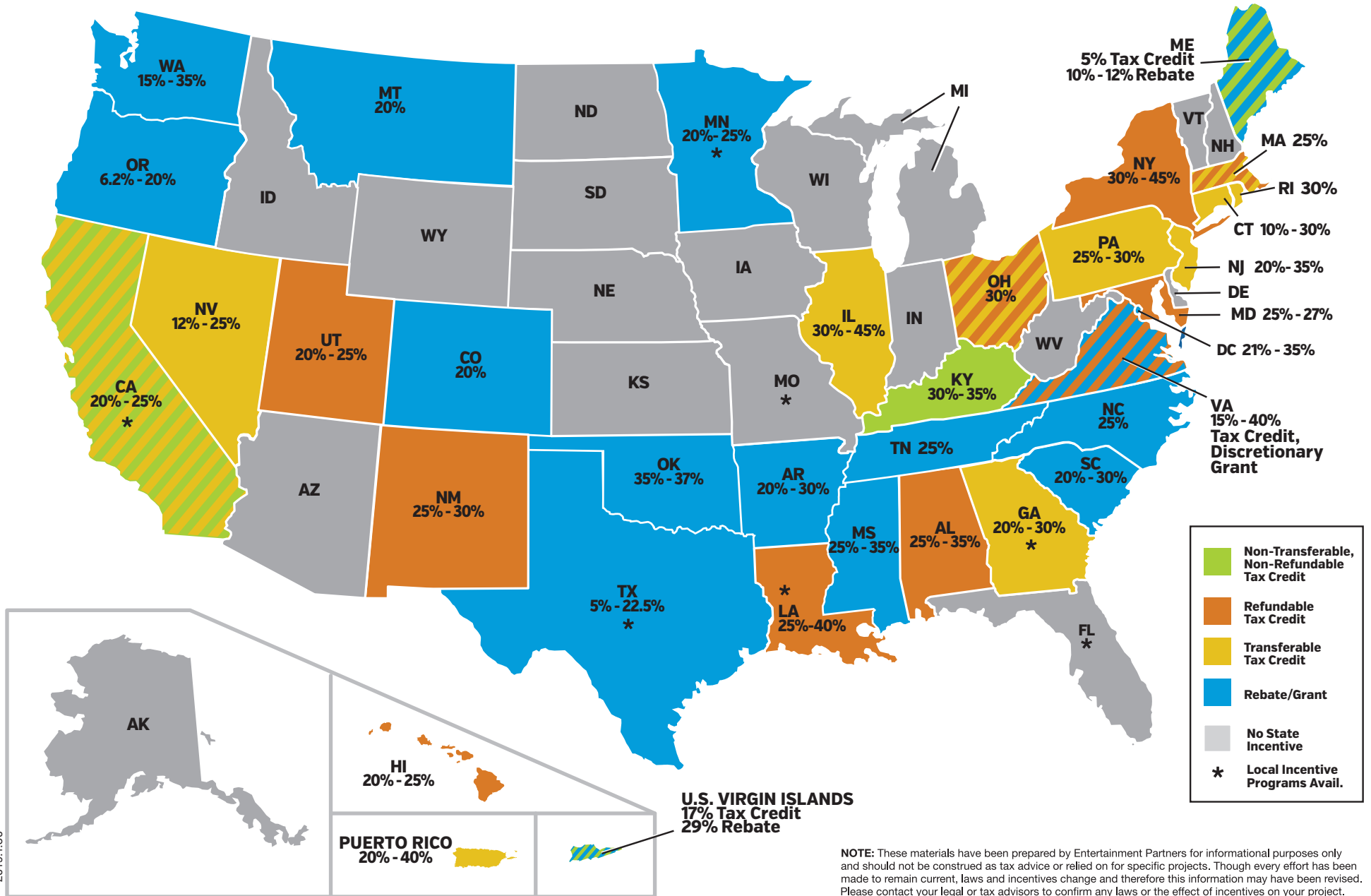
Ricardo Galindez and Roy Tjioe
Co-Founders
Island Film Group
Honolulu, Hawaii



U.S. PRODUCTION INCENTIVES

WINTER 2019

Joe Chianese 818.955.6242
 John Hadity 646.473.9016
 Wendy Black 818.955.6167



2019.1.30

NOTE: These materials have been prepared by Entertainment Partners for informational purposes only and should not be construed as tax advice or relied on for specific projects. Though every effort has been made to remain current, laws and incentives change and therefore this information may have been revised. Please contact your legal or tax advisors to confirm any laws or the effect of incentives on your project.

DAVID C. FARMER

ATTORNEY AT LAW

A LIMITED LIABILITY LAW COMPANY LLLC

225 Queen Street
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Tele: (808) 888-3138
Fax: 1 (866) 559-2922
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March 26, 2019

COMMITTEE ON FINANCE
Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

House of Representatives
The Thirtieth Legislature
Regular Session of 2019

RE: SB 33, S.D. 3, H.D. 1 – RELATING TO ECONOMIC DEVELOPMENT

DATE: Wednesday, March 27, 2019

TIME: 2:30 P.M.

PLACE: Conference Room 308

State Capitol, 415 South Beretania Street, Honolulu HI

Aloha Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance:

We sincerely thank you for this opportunity to testify in **SUPPORT** of this measure.

My name is David C. Farmer. I am an attorney in private practice for almost 35 years and a professional actor here in Hawaii for over 30 years. I serve as a board member and the current President of the Screen Actors Guild-American Federation of Television and Radio Artists, Hawaii Local. I have also been active in community theatre here as a producer, director, and actor for over 50 years.

First, on behalf of all the union and non-union members working in the industry in Hawaii, mahalo nui loa for the Legislature's vision and leadership in creating in 1997 the Motion Picture, Digital Media, and Film Production Income Tax Credit, HRS §235-17. As a direct result of this tax credit, in 2018, Hawaii enjoyed one of the best years ever in attracting national and international film and television projects. The economic beneficiaries include not only those working directly in the industry but the state's larger economy, including the visitor industry.

A current example of the economic engine a high-profile series has created is the incredibly popular HBO series Game of Thrones, funded by Northern Ireland Screen, a UK government agency financed by Invest NI and the European Regional Development Fund. As of April 2013, Northern Ireland Screen gave the series £9.25 million (\$14.37 million). According to government estimates, this investment has benefited the Northern Ireland economy by £65 million (\$100.95 million). <https://www.irishtimes.com/culture/tv-radio-web/the-game-of-thrones-tourists-1.1357475>

COMMITTEE OF FINANCE

March 26, 2019

Page 2

Successful spin off projects have also been created. Tourism Ireland has a Game of Thrones-themed marketing campaign like New Zealand's Tolkien-related advertising.

Invest NI and the Northern Ireland Tourist Board also expect the series to generate tourism revenue. According to Arlene Foster, the series has given Northern Ireland the most non-political publicity in its history.

The production of Game of Thrones and other TV series also boosted Northern Ireland's creative industries, contributing to an estimated 12.4-percent growth in arts, entertainment, and recreation jobs between 2008 and 2013 (compared with 4.3 percent in the rest of the UK during the same period). <https://www.bbc.com/news/av/entertainment-arts-27360311/game-of-thrones-boost-to-economy-in-northern-ireland>

In September 2018, after the filming had finished, HBO announced plans to convert its filming locations in Northern Ireland into tourist attractions to be opened in 2019.

Tourism organizations elsewhere reported increases in bookings after their locations appeared in Game of Thrones. In 2012, bookings through LateRooms.com increased by 28 percent in Dubrovnik and 13 percent in Iceland. The following year, bookings doubled in Ouarzazate, Morocco (the location of Daenerys' season-three scenes).

Game of Thrones has been attributed as a significant factor in the boom of tourism in Iceland that had a strong impact on its economy. Tourist numbers increased by 30% in 2015, followed by another 40% in 2016, with 2.4 million visitors estimated for 2016, which is around seven times the population of the country.

Our future success has been clouded by the possibility of the \$35 million cap that became effective this year. If this were to remain in place, major films and our two CBS television series could well fall victim. States like Louisiana have learned the hard way the negative impact of caps. *See, e.g.*, "Louisiana's film industry isn't dead, but filmmakers have taken a significant hit in the year since lawmakers capped tax credit," <https://www.businessreport.com/business/louisianas-film-industry-isnt-dead-filmmakers-taken-significant-hit-year-since-lawmakers-capped-tax-credits>

COMMITTEE OF FINANCE

March 26, 2019

Page 3

For all these reasons, we appreciate the Legislature's proposed raising of the cap and strongly support the ceiling being removed.

Finally, we support the legislative intent to build a studio on the UHWO campus, but we respectfully request that the film incentive not be tied to this a land transfer.

We sincerely appreciate this opportunity to testify.



David C. Farmer

President
SAG-AFTRA Hawaii Local

201 Merchant St., Ste. 2301
Honolulu, HI 96813

225 Queen Street, Ste. 15A
Honolulu, HI 96813

Tel: (808) 888-3138
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Hawaii.President@sagaftra.org
farmer6348@twc.com
farmerd001@gmail.com

SB-33-HD-1

Submitted on: 3/25/2019 6:11:33 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Jalem Correia	SAG-AFTRA	Support	No

Comments:



March 26, 2019

Committee on Finance
Rep. Luke, Chair
Rep. Cullen, Vice Chair

The House of Representatives
The Thirtieth Legislature
Regular Session of 2019

RE: SB 33 SD 3 HD1 - RELATING TO ECONOMIC DEVELOPMENT
DATE: Wednesday, March 27, 2019
TIME: 2:30 pm
PLACE: Conference Room 308
State Capitol 415 South Beretania Street, Honolulu HI

Aloha Chair Luke, Vice Chair Cullen, and the Members of the Committee,

Thank you for the opportunity to testify in **support** of this measure. [SAG-AFTRA](#) represents over 1000 actors, recording artists, and media professionals in our state.

The Film and Digital Media industry currently employs thousands of Hawaii residents, and generates nearly **\$500 million** a year in our state.

The increased production activity has made for an increase on our member's earnings by **31%** in the last two years. More productions also means more professional performers joining the union and working steady, good paying jobs. Last year saw a **10%** increase in new members (please don't hesitate to contact the local office for more information on the Hawaii numbers).

This current bill lifts the ceiling of \$35 million to \$55 million. While we appreciate the joint Committee on Economic Development and Business and Higher and Lower Education's effort to move this bill forward, we respectfully ask for the following amendments:

1. To create stability in our growing industry, **eliminate** the cap and make the program **permanent**.
2. **Remove** the language that makes the raising of the ceiling contingent upon the execution of a lease agreement between the University of Hawaii, West Oahu and the Hawaii Technology Development Corporation.

Though we support the development of a studio on the west side of Oahu, the industry needs a stable and unencumbered incentive program first. The building of a studio needs to be done on a solid foundation, not shifting sands. A permanent, reliable, and fiscally responsible incentive is that foundation.

The professional performers of Hawaii appreciate the legislature's support. We humbly ask for this committee's continued support of our robust and sustainable industry. Passing SB33 SD 3 HD1 with the amendments listed above will create stability and predictability in the industry. A stable Film and Digital

Mericia Palma Elmore, Executive Director
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SCREEN ACTORS GUILD - AMERICAN FEDERATION OF
TELEVISION AND RADIO ARTISTS
SAGAFTRA.org
Associated Actors & Artistes of America / AFL-CIO

Media industry will not only support our established actors, stunt performers and background performers, it will create more opportunities for good paying jobs for aspiring performers to stay in the state.

This tax credit is an investment in the diversity of our state's economic landscape. We thank you for your time and consideration.

Respectfully,



Mericia Palma Elmore
Executive Director SAG-AFTRA Hawaii Local

SB-33-HD-1

Submitted on: 3/26/2019 11:32:27 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Wayne Chen	IATSE Local 665	Support	No

Comments:

I am writing in support of not having a cap on the Hawai'i film tax credit. Hawai'i is often on the table with producers and directors as a possible film location because of its exotic locale and photogenic landscapes. The film industry is a major contributor to the Hawai'i economy and can continue to be an even greater one. It provides well paying jobs for the residents of this state to compete with the wealth of mainland and foreign investors that are looking to displace the current residents. A removal of the cap will entice big studios and big money to our islands and notably, the credit only gets paid out After the money is spent into the local economy. Aside from people working in the film industry there are many other industries that benefit from a strong film industry presence. One such area is the major player in our economy, the tourism industry. Film executives, management and certain crew coming from the mainland need to utilize our hotels, airlines, rental cars and Waikiki restaurants. This is especially helpful during low season when the locals that rely on tourism to sustain themselves are spread thin. The key to promoting the wealth of this state's economy is to bring the money in from outside. Please support the economy and the building of the West Oahu Film Studio.

SB-33-HD-1

Submitted on: 3/26/2019 12:46:54 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Jonathan Hanks	I.A.T.S.I.	Support	No

Comments:

I SUPPORT the INTENT of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

Mahalo,

Jon Hanks

SB-33-HD-1

Submitted on: 3/25/2019 2:10:29 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Deborah Glazier	SAG-AFTRA	Support	No

Comments:

I am a working professional in the film/television industry and have been for over 40 years. At this stage in my life, it is simply not an option for me to move off island to pursue work in another city, and it's not an option for me to just choose to do something else. I am a skilled actor who is eager to work.

Production companies have options when deciding where to go for a specific tropical/jungle look, so the argument that they would come anyway without the tax credit is misleading. We are NOT Los Angeles.

PLEASE think about the thousands of talented artists, craftsman, actors, electricians, transportation professionals, etc. that would benefit from this bill. If productions don't come, we don't work. **Ya, production companies make a larger profit at the expense of the Hawaii government taking in less taxes, but please don't sacrifice your tax payers jobs at their expense for the sake of making more off the production companies.**

Do the right thing!!! Pass this bill with NO CAP! THANK YOU!!!

Respectfully,

Deborah Glazier

SB-33-HD-1

Submitted on: 3/26/2019 8:43:54 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Travis Hoover	IATSE 665	Support	No

Comments:

I SUPPORT the INTENT of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause. I believe that if these measures are not taken the film industry in Hawaii will suffer immensely. I am a voting resident of Hawaii and I live in Kaaawa. If the the film industry begins to fail and downturn due to the caps many families like mine will no longer make a living wage in our industry and will be forced into finding work in another career or leaving Hawai'i to stay in our current professions. Please help to grow a thriving industry and not allow it to be destroyed, as has happened in other states when these caps were put on the credits.

Mahalo

Travis Hoover

Sound Mixer

IATSE 665

SB-33-HD-1

Submitted on: 3/26/2019 9:15:16 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Alexandra Hearn	IATSE 665	Support	No

Comments:

Please remove the tax credit cap on the film industry in Hawaii so we can continue to grow and encourage tourism in the islands! My husband and I have worked consistently in this business for over 10 years now and because of that were able to buy a home in 2016. The costs of filming in the islands are high so when caps are imposed on film tax credits, work goes elsewhere rather than coming here. An example of this is when New Orleans and Pittsburg capped their tax credits, billions of dollars worth of projects went to Atlanta instead. Please REMOVE the film tax cap in the islands. Thank you!

COMMITTEE ON FINANCE

Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

NOTICE OF HEARING

DATE: Wednesday, March 27, 2019
TIME: 2:30 P.M.
PLACE: Conference Room 308
State Capitol
415 South Beretania Street

SB 33, SD3, HD1

RELATING TO ECONOMIC DEVELOPMENT.

Raises the annual \$35,000,000 rolling cap to \$55,000,000 and extends the repeal date for the Motion Picture, Digital Media, and Film Production Income Tax Credit; provided that the University of Hawaii, West Oahu campus and HTDC execute a memorandum of understanding for a no-cost lease agreement for at least 65 years that includes a provision for the potential transfer of title to a certain parcel of University of Hawaii, West Oahu campus land.

SUPPORT

Chair Luke, Vice Chair Cullen, Members of the Committee,

Thank you for the opportunity to testify today as a private citizen.

I greatly appreciate the strong support this legislature has given to the Academy for Creative Media System, which now helps fund and coordinate collaboration among 17 different programs at all ten UH campuses throughout the islands. Most recently, ACM System lead the effort of students, faculty and staff from five different campuses in re-recording Disney's *Moana* into the Hawaiian language for distribution to all of our schools to encourage the learning of ʻōlelo Hawaiʻi.

I also appreciate the Legislature's support for the film, television and digital content industry which hires our graduates and makes it possible for them to stay in the islands with living wage jobs. In 2018, Hawaiʻi set a new record of almost \$477 million in direct production spending with an economic impact heading towards a billion dollars for our local economy. All three major production unions, IATSE, Teamsters, and SAG report record membership numbers.

I believe that the new, \$35 million cap on the state's film, television and digital media tax credit which took effect in 2019 will have a very deleterious effect on this robust industry and support any efforts to roll back this cap completely. While it's a positive that this bill will raise the cap to \$55 million, doing so would not even accommodate 2018's record year. Do we really want to go backwards? Already there are confirmed reports from the studios and networks as well as independent projects that they are reconsidering shooting in Hawaii because of this cap and the uncertainty this has meant for their budgeting process.

The decision of where to shoot a project is primarily one determined by incentives as states such as Louisiana, New Mexico and Michigan discovered when they restricted their tax credits and saw production plummet. Georgia, which has offered stable and consistent tax credits, has seen production spending rise from about \$100 million a decade ago to \$2.7 billion in direct spending with 455 films and tv shows shot there in 2018 alone. Georgia has five studio complexes, the largest being 700 acres where all of the Marvel films are shot.

While some may think networks and studios will come to Hawai'i to shoot without tax incentives, please note that even California, the home of Hollywood, utilizes tax incentives to reverse the tide of runaway production. As California Film Commission executive director Amy Lemisch recently stated, "Global competition and increasing reliance on VFX make it possible for projects set almost anywhere to film wherever they get the best value." (The Wrap, 3/11/19).

Tax incentives were not invented by Hollywood. Businesses ranging from Boeing to BMW to GM to the NFL and Amazon all factor in state tax incentives in deciding where to locate their companies. Unfortunately, our geographic isolation means that Hawai'i is never -- and never will be -- in the competition for those employment opportunities. On the other hand, Hawaii has welcomed filmmakers to our state ever since 1908 when Thomas Edison's studio shot silent films that enchanted audiences and potential visitors around the world to discover the beauty of our islands. It has been the same ever since, with weekly shows and films offering us unparalleled global marketing for our number one industry. Beyond that, many of our ACM graduates are now gainfully employed by the Industry and some shows have provided funding for our campuses.

The real issue is how to grow this successful alternative to our tourism trade, not retard it with a cap. What Hawai'i is severely lacking is a proper studio complex of sufficient size (30+ acres) that would allow feature films such as *Jumanji*, *Jurassic Park*, and *Pirates of the Caribbean* to shoot not just their tropical exteriors, but to build their interior sets and even pursue post production and vfx work. This is the difference between a feature film shooting in Hawai'i for a couple weeks or months and a film employing local people full time for a year or more. Such a facility could boost our annual direct spend to a billion dollars because without sufficient infrastructure, we're missing out on the majority of the production and post production business. It's as if we had a huge potential tourism industry but didn't have any hotels. As this legislation recognizes, a studio complex would be a game changer. But with the cap, no one is going to make the considerable investment to build one.

DBEDT's own studio feasibility study paid for by this legislature demonstrated that the best place for this new public private studio complex is UHWO. In terms of the mandated transfer of land from UH, it must be noted that since 2015, the UH has been working on a partnership with the DBEDT on their efforts to develop a film production studio on the west side of O'ahu. UH has provided DBEDT with a letter of intent and have already reserved 30 acres of land from UHWO's campus and University village development plans in order to lease the property to DBEDT for its film studio project.

The University does not want to be the developer of the film studio, but does want to support DBEDT's efforts in this area. UH believes that a studio in close proximity to the UHWO campus will not only help develop the local industry, it will also help with the State workforce, our University graduates, and also elevate our ACM program academically.

The University does not favor transfer of its real estate in the nature proposed in this bill. The University has been a very cooperative partner to make its own land available for the project -- even incorporating it into the University's development plans for the UHWO campus. Having property legislatively stripped away from the University is objectionable, but to do so without regard for the specifically desired shape, project scope, or accommodation of the development itself is probably not the best approach to real estate development.

Film, television and digital content production is a proven winner for our state and one of the very few employment alternatives to the service industry that have, until now, thrived in our geographically isolated economy. Let's keep that going, repeal the cap, and get a proper studio built.

Thank you for the opportunity to testify today and I am happy to answer any questions that I can.

SB-33-HD-1

Submitted on: 3/25/2019 2:02:17 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Charles Gostage	Individual	Support	No

Comments:

SB-33-HD-1

Submitted on: 3/25/2019 2:16:57 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Jeff Juett	Individual	Support	No

Comments:

I came to Hawaii for an education in 2006. Graduated 2008 with a bachelors in exercise science with an emphasis in chemistry. I worked at restaurants, was a rour guide, managed properties and became a tree trimmer. I also found a passion for acting in filmmaking while here. My first time on set was Soul Surfers. I've seen the industry grow in the past couple decades. I've been able to see my new friends that lives here support their family with the growth in production. My studies with acting coaches and experience on set have produced a new career for myself. It would feel like a punch to the gut to us to have the production lost that is supporting so much of us. It definitely helps local families, the economy especially targeting tourism and creating more attraction to the state even outside the realm of entertainment and production. Studios will always have States that welcome and support them. Hawaii is a gem that is a location destination. Hawaii can fulfill so many location demands around the globe, all right here. We have a little bit of an edge to draw companies across the Pacific. They would easily find another state that would welcome their economic boon. Like we saw that this last decade when California lost a lot of Productions to the East Coast, the Northwest and the Southern States. But as they withdrew their tax incentives those Productions returned to established historical places like Los Angeles. Please support Hawaii job industry that directly impacts the working class.

SB-33-HD-1

Submitted on: 3/25/2019 1:57:19 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Robert Forgit	Individual	Support	No

Comments:

I am an actor who started my career in 1985 on Magnum P.I. Since that time, I have been in New York, Los Angeles and Anchorage, Alaska acting. I recently transferred back to Hawaii as a result of Alaska's budding film industry crumbling as a result of a lack of legislative support to the film incentive program. I cannot emphasize enough the importance of a program to the industries of film and television. It brings in an economy that otherwise is not available. It also brings in a significant amount of dollars to the Islands. I cannot emphasize enough the importance of keeping this film industry alive and its incentive program that has been developed. I know there are challenges but, in the long run it provides a diversity of economic stimulus to Hawaii and the people of Hawaii. Please Support this bill.

Robert Forgit

SB-33-HD-1

Submitted on: 3/25/2019 1:30:48 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Lisa Barnes	Individual	Support	No

Comments:

Thanks for raising the cap - I do hope the ceiling will be removed. I support building a film studio here on Oahu - but ask that the incentive not be tied to a land transfer. I teach acting for film at University of Hawaii - Manoa and am hoping our students and local actors get more opportunities to practice their craft by having more options to audition and perform in paying films. This will create jobs and keep so many of our keiki here instead of feeling they have to move to the mainland to be able to work in the film industry. Mahalo

SB-33-HD-1

Submitted on: 3/25/2019 2:07:35 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Kelly Rice	Individual	Support	No

Comments:

Aloha,

I am a working actor in Hawaii and I thank you for raising the cap! At this point I ask that the ceiling be removed. I also support the intent to build a studio on the UHWO campus, but I ask that the film incentive not be tied to such a land transfer.

It is a blessing to live on the beautiful island of Oahu and to work on the many projects that film here. The more productions the better; this incentive program creates jobs and generates revenue for our state. Mahalo for your consideration.

Sincerely,

Kelly Rice

SAG Member

Dear Committee Members –

March 11, 2019

Thank you for taking the time to consider my written testimony in support of SB33.

I am a Location Casting Director, a Teamster with Local 996, a long time member of SAG-AFTRA, and one of only two (2) Casting Directors in Hawaii who have been inducted into the nationally recognized professional association, the Casting Society of America. Prior to my tenure as a Casting Director, I was an actress who made a living in the industry appearing in dozens of commercials, television programs and feature films. My husband and I have lived on Oahu for about 30 years and our only son was born at the Queen's Hospital in October of 2000.

Through my work as a Location Casting Director, and we are just one small department among many on productions such as *Big Eyes*, *Godzilla*, *Jurassic World*, *Jurassic World: Fallen Kingdom*, *Snatched*, *Jumanji: Welcome to the Jungle*, *Jungle Cruise*, *Triple Frontier*, *Midway*, *Hobbs & Shaw* and *The Wrong Missy*, to name a few, we have been fortunate to hire thousands of local actors as Principal or Extra talent. Our department has generated dozens of additional jobs for local people as Stand Ins and Production Assistants. Over the years, we have been grateful to see an increase in the scope and number of Principal Roles we are being asked to cast locally rather than flying someone in from LA or NY. This is indicative not only of the growth of the industry here in Hawaii but of the increased quality of the training and experience our local talent is being afforded. The hard work and dedication of many is just now beginning to pay off for us literally and figuratively. As numerous producers and their teams have taken great pains to explain to our administration, ***this growth will not continue with the current cap in place***. The most relevant and personal experience for me has been watching the demise of the film industry in New Orleans where mistakes about implementing an unreasonable tax cap were clearly made and, conversely, seeing the incredible boom in Atlanta, where wiser heads prevailed about the value of having our industry thrive within their community. The last several features we have worked on here in Hawaii, including our current project, have also filmed segments in and around Atlanta.

With the elimination of a tax credit ceiling and the addition of new studio space in West Oahu, projects will consider extending the length of time a show will stay here. More productions can plan to initiate ***and complete their projects here in Hawaii – including post production work***.

There are myriad of examples and statistics to prove how our industry brings in millions of dollars to our local economy directly and indirectly through the catering industry, hotel industry, local shops, etc etc... but for me it's much more personal. The people in my industry are solution oriented and, in general, they are among the most generous people in the world. We all gain when these people to come into our communities with fresh ideas and willingness to jump onto community boards, put their kids into our public schools, open up their own businesses, volunteer, make donations to local non profits. I have been privileged to work on all of our islands and whenever a production comes in, they immediately seek ways to benefit the community that will host them - sometimes for a year at a time. I was a Girl Scout and love the fact that most of these folks follow our Girl Scout motto of always leaving a place better than it was found.

Lastly, I humbly suggest that we who live and work here in the film and television industry are also valuable assets. My husband is a teacher and a social worker who runs programs that impact our most challenging homeless population. My son is a senior at a school for children with special needs. He volunteers weekly and strives to make our neighborhood a better and safer place for all. Personally, I don't know anyone in our industry who doesn't put in work hours that would make most "normal" people collapse while continuing to contribute volunteer time and resources for many projects. We pay taxes, contribute to our community in many ways. We understand the gravity of what will happen if this cap remains in place and new studio/production facilities are not developed....

Please accept my urgent support of SB33.

Respectfully Submitted,
Katie Doyle-Hummel, Local 996, CSA
Location Casting Director
katiedoylecasting@gmail.com
808.258.7185

SB-33-HD-1

Submitted on: 3/25/2019 10:04:33 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Jodie Yee	Individual	Support	No

Comments:

SB-33-HD-1

Submitted on: 3/25/2019 10:44:01 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Christina Souza	Individual	Support	No

Comments:

Jean Simon
4944 Kilauea Ave Apt 2
Honolulu, HI 96816
mermiz808@gmail.com

I support SB33.

I am an actor. I have been working in acting since the mid 70's and I've lived in Hawaii almost 50 years. Every time I work, I earn money and pay taxes. All of us do. Cast and crew! The incentives to bring work to Hawaii are necessary and important and the cap is NOT a good idea. We are currently growing the film industry in Hawaii. The cap will cut this growth off at the knees!!!

Sometimes you need to spend money to make money and the film industry is a good money maker for the State. It brings in a lot of money in many ways, wage taxes, tourism advertising, fees, etc.

In fact, don't think of it as spending money! Think of it as giving back a small portion of the money spent here by film production! THIS is what the incentives is doing.

If you keep the cap, you cut off this valuable, green industry at the knees. Please remove the cap!

Here's an example of how incentives can help:

Game of Thrones is funded by Northern Ireland Screen, a UK government agency financed by Invest NI and the European Regional Development Fund. As of April 2013, Northern Ireland Screen gave the series £9.25 million (\$14.37 million); according to government estimates, this has benefited the Northern Ireland economy by £65 million (\$100.95 million). <https://www.irishtimes.com/culture/tv-radio-web/the-game-of-thrones-tourists-1.1357475>

Tourism Ireland has a Game of Thrones-themed marketing campaign similar to New Zealand's Tolkien-related advertising. Invest NI and the Northern Ireland Tourist Board also expect the series to generate tourism revenue. According to Arlene Foster, the series has given Northern Ireland the most non-political publicity in its history. The production of Game of Thrones and other TV series also boosted

Northern Ireland's creative industries, contributing to an estimated 12.4-percent growth in arts, entertainment, and recreation jobs between 2008 and 2013 (compared with 4.3 percent in the rest of the UK during the same period). <https://www.bbc.com/news/av/entertainment-arts-27360311/game-of-thrones-boost-to-economy-in-northern-ireland> In September 2018, after the filming had finished, HBO announced plans to convert its filming locations in Northern Ireland into tourist attractions to be opened in 2019.

Tourism organizations elsewhere reported increases in bookings after their locations appeared in Game of Thrones. In 2012, bookings through LateRooms.com increased by 28 percent in Dubrovnik and 13 percent in Iceland. The following year, bookings doubled in Ouarzazate, Morocco (the location of Daenerys' season-three scenes). Game of Thrones has been attributed as a significant factor in the boom of tourism in Iceland that had a strong impact on its economy. Tourist numbers increased by 30% in 2015, followed by another 40% in 2016, with a final figure of 2.4 million visitors expected for 2016, which is around seven times the population of the country.

Jean Simon
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Honolulu, HI 96816
Mermiz808@gmail.com

SB-33-HD-1

Submitted on: 3/25/2019 11:29:19 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Leanne N. Teves	Individual	Support	No

Comments:

Submitted by: Leanne Natsuyo Teves Monday March 25, 2019

To: Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

And the members of the House Committee on Finance

Hearing Date: March 27, 2019 @ 2:30pm

SUPPORT

[SB 33, SD3, HD1](#)

RELATING TO ECONOMIC DEVELOPMENT.

Raises the annual \$35,000,000 rolling cap to \$55,000,000 and extends the repeal date for the Motion Picture, Digital Media, and Film Production Income Tax Credit; provided that the University of Hawaii, West Oahu campus and HTDC execute a memorandum of understanding for a no-cost lease agreement for at least 65 years that includes a provision for the potential transfer of title to a certain parcel of University of Hawaii, West Oahu campus land.

Aloha Chair, and members of the House Finance Committee

My name is Leanne Natsuyo Teves. Born and raised in Hawaii, I have been blessed to be able to work as an actor the past years as the momentum has been high with the productions coming to our great State to film. I have been honored to continue the legacy of the love for the performing arts that my grandmother, my mother and her sisters had as they grew up in Hawaii.

1. momentum as we have seen have been at these high levels without a spending cap. I am concerned that with the cap the momentum will not continue and we will be subjected to production numbers decreasing in our state. I am thankful that the cap has been raised and I ask that the ceiling be removed altogether.

I am in support of a studio being built on the University of Hawaii's West Oahu campus. This will allow for additional educational growth opportunities not only for the students but for the residents on the West side of the island with the creation of jobs. I currently reside on the West side of Oahu. I am asking that film incentives not be contingent on lease agreements that include land transfers.

Thank you for your time in reviewing my written testimony.

SB-33-HD-1

Submitted on: 3/25/2019 5:05:29 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Romualdo Castillo	Individual	Support	No

Comments:

SB-33-HD-1

Submitted on: 3/25/2019 4:25:25 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Patrick Jeppeson	Individual	Support	No

Comments:

Please consider removing the tax cap to give us all the best opportunity for a better future . Any and all help will be appreciated.

sincerely yours

Patrick Henry Jeppeson

808-276-6677

SB-33-HD-1

Submitted on: 3/26/2019 6:51:35 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Judith Cunningham	Individual	Support	No

Comments:

Aloha! I am a Makeup Artist on The Big Island of Hawaii. I love this beautiful state and have had the privilege of living here since I attended high school at Konawaena High. The cost of living here is high but it is worth every penny. Now I need the means to make those pennies. The film industry has the potential to allow me this opportunity. The incentive for SB 33 would encourage films to come and bring economic flow to all our local artists! ME!! Thank you so much for the support of this Bill.

SB-33-HD-1

Submitted on: 3/26/2019 8:18:27 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Kaipu Seales	Individual	Support	No

Comments:

Aloha, EDB Chair Rep. McKelvey and LHE Chair Rep. Woodson and the EDB/LHE Committee Members:

I SUPPORT the INTENT of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I work in the film industry and rely on the work to support my family of six. I am so grateful to be able to stay in Hawai'i and send my children to schools and pay my mortgage and bills.

I STRONGLY SUPPORT SB 33 BECAUSE OUR FILM INDUSTRY:

• KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION. Films come because we have a tax credit.

• GENERATES TAX REVENUE FOR THE STATE, helping to solve our economic challenges.

• PAYS OUT ONLY AFTER MONIES ARE SPENT, making it a fiscally responsible, sustainable credit.

• STIMULATES THE ECONOMY by receiving HUNDREDS OF MILLIONS of dollars of NEW money.

• CREATES THOUSANDS OF GOOD-PAYING JOBS and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry.

• ALLOWS GRADUATES of the Academy of Creative Media (ACM) and the West O'ahu film school and film studio to work at home.

• SUPPORTS TOURISM by hiring visitor industry businesses such as hotels, airlines, rentalcars, etc.

• IS A GREEN INDUSTRY by repairing and donating to the communities we film in.

• PROVIDES FREE ADVERTISING. "Five-O" is a ONE-HOUR commercial for Hawai'i. In 2018, 30-seconds of air time cost advertisers \$88,000 during "Five-O"'s time slot. That's \$7.9M PER EPISODE. Over 9 YEARS, that's \$1.78 BILLION of advertising for the State. And that's just one show in one country. That doesn't include "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.

• ENCOURAGES STATEWIDE FILMING by bringing film and TV projects to all four counties.

Mahalo for your support!

Kaipu Seales

SB-33-HD-1

Submitted on: 3/26/2019 8:21:38 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Allison Seales	Individual	Support	No

Comments:

SB-33-HD-1

Submitted on: 3/26/2019 9:33:57 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Lawrence Diblasio	Individual	Support	No

Comments:

SB-33-HD-1

Submitted on: 3/26/2019 9:41:16 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Thomas McCurdy	Individual	Support	No

Comments:

Dear Hawaii State House Finance Committee Members,

My name is Thomas McCurdy, I am writing you today in favor of SB 33 SD3 HD1 to increase the cap for the motion picture, digital media, and film production income tax credit and extend its repeal date.

As someone who has worked both in front of the camera (SAG-AFTRA) and behind it as a Production Assistant in Hawaii, I have benefitted greatly from the increase in productions choosing Hawaii as a filming destination. Over the years we have seen the state benefit greatly from tax incentives bringing more and more opportunities to our shores for members of SAG-AFTRA, IATSE, and the Producers Guild of America. Many of my friends have been able to earn a solid living because of these tax incentives bringing more tv shows, commercials, movies, and most importantly, opportunities for local workers and talent.

If we need proof of what bold tax incentives can do, we need to look no further than Atlanta. Georgia. According to an article posted on bizjournal.com, "In fiscal year 2017, Georgia-lensed productions generated an economic impact of more than \$9.5 billion, Gov. Nathan Deal said last July. That included \$2.7 billion in direct spending, ... The industry is responsible for about 92,100 jobs and \$4.6 billion in wages, directly employing around 28,700 Georgians, according to the Motion Picture Association of America."

<https://www.bizjournals.com/atlanta/news/2018/08/13/georgia-no-longer-no-1-in-feature-film-production.html>

Georgia's tax incentives currently include:

- 20 percent base transferable tax credit
- 10 percent Georgia Entertainment Promotion (GEP) uplift can be earned by including an embedded Georgia logo on approved projects and a link to ExploreGeorgia.org/Film on the project's landing page
- Both resident and non-resident workers' payrolls and FICA, SUI, FUI qualify
- Production expenditures must be made in Georgia from a Georgia vendor to qualify
- No limits or caps on Georgia spend. No sunset clause
- No salary cap on individuals paid by 1099, personal service contract or loanout
- Payments made to a loanout company will require 6 percent Georgia income tax withholding
- Post production of Georgia-filmed movies and television projects qualifies if post done in Georgia
- Development costs, promotion, marketing, story rights and most fees do not qualify

<https://www.georgia.org/industries/film-entertainment/georgia-film-tv-production/production-incentives>

Georgia has grown into one of the largest film economies in the US, providing jobs, income through taxes, and additional business flow for the local economy as a result of their tax incentives. Hawaii has the opportunity to do the same, and extending the existing incentives is the first step in that direction. I urge you to Pass SB 33 SD3 HD1 and to begin looking at this as a viable way to grow Hawaii's economy and future, because tourism will not always be the answer to the state's economic needs.

Sincerely,

Thomas McCurdy

SB-33-HD-1

Submitted on: 3/26/2019 10:08:36 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Nicholas Gianforti	Individual	Support	No

Comments:

First, I wanted to thank the legislature for raising the current cap and would also recommend removal of the ceiling to bring in more films. I also support the building of a studio at UH West Oahu, however, I'd ask that the land transfer not be tied into the film incentive.

As an actor, the film incentive has brought me supplementary income. I've been cast twice on Hawaii 5-0. I was also cast on a Japanese film that was shot locally. Additionally, I worked as a Background Artist on Lost, Hawaii, and smaller productions.

The fact is the incentive program creates jobs and brings revenue into the state that otherwise would not be there.

Very Respectfully,

Nicholas B. Gianforti

SB-33-HD-1

Submitted on: 3/26/2019 10:16:49 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Mariann Tesauro	Individual	Support	No

Comments:

I am Mariann Tesauro, a Set Teacher with IATSE Local 665, writing in support of SB33.

As a Hawaii State licensed teacher, I know from experience the importance of mentoring minors within their intended careers. Throughout my many years in the film industry I have tutored and counseled countless numbers of our young aspiring actors on set. It is always inspiring to watch the minors as they hone their skills, and achieve an increased sense of confidence and self-worth. Many have opened their "first-ever" savings account with these jobs, while others have gone on to successful and lucrative careers in the industry.

It would be a shame to deny our Hawaii minors this golden opportunity that has been extremely beneficial for so many of them. We all realize that the film tax credit generates an exceptional revenue stream for our State. Why would we want to stop that flow?

SB-33-HD-1

Submitted on: 3/26/2019 10:26:07 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Karen Wood	Individual	Support	No

Comments:

Aloha, As someone who works in this industry, I fully support raising the cap on motion picture and television production tax incentives, but even more so I support eliminating the cap altogether. These productions bring in many jobs and are the sole source of income for many who work directly in the industry, but also provide jobs and income for related support industries. Additional revenue is generated for hospitality in the form of hotel rooms and restaurant bookings, along with catering, equipment rentals, and location rental fees. Income and sales taxes are generated in these areas, benefiting the state coffers. I believe that the television and film production industry has become an important part of the state's economy and should not be hampered or restricted by tax incentive caps. Additionally, these productions provide free marketing for tourism to our beautiful state, attracting visitors by featuring and advertising our natural beauty. This kind of free public relations campaign is priceless. Please consider the long-term effects and plan for the future. Mahalo for your time and attention.

SB-33-HD-1

Submitted on: 3/26/2019 11:32:57 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Chantal BoomLa	Individual	Support	Yes

Comments:

For SB 365 and SB 33 hearing on 3/27/19 at 2:30pm room 308.

I am a business owner who has a business directly involved with the Film and Television industry. I am in support of SB 365 and SB 33. My business hires a few other local people in Hawaii. We make a decent living completely depended on the industry.

Please remove the \$35M cap! With the cap we will no longer be able to thrive here in Hawaii. I am born and raised in Hawaii and have managed to buy a home here with the income solely from the industry. Please remove the cap.

Aloha,

Bought-A-Boom

808-284-3225

ccboom@hawaiiantel.net

SB-33-HD-1

Submitted on: 3/26/2019 11:50:01 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
vanesa furnari	Individual	Support	No

Comments:

Aloha, I am single female and member of IATSE 665 working in the film industry as a set painter, set dresser and props person. I support the intent of SB-33 and request that the \$35M cap is removed, not raised. In addition, I request the bill have an effective date of 12/31/18 and I support the severability clause.

I am one of thousands of people positively affected by the film industry, which has a direct and dependent relationship to the film tax credit. Without it, the film industry would dissolve and the majority of people working in film will be unemployed.

At this time the industry is thriving and producers have a vested interest in filming in Hawaii. However, with a cap on the tax incentive, we will see a dramatic reduction on the amount of work that gets filmed in Hawaii. With the cap in place, we see production companies utilizing Hawaii for a shortened period of photography, budgeted to fall within the tax incentive cap, and moving to other states where there is another credit or an unlimited cap. For example, Jumanji 2 will be filming only its jungle scenes on Oahu this year and then will do all of its interior scenes and studio work elsewhere.

This destabilizes the income of us working in the industry and we have to rely on unemployment to hold us over until the next production comes. Often film workers will go through several months of unemployment before the next project begins while only working for a two period. The inconsistency of our employment makes it difficult for us to make important financial decisions such as purchasing a home, car, education expenses or taking a trip.

For example, prior to working in the industry my income was less than 30K per year as a private school teacher. As I became established in the film industry, my salary has increased to over 80K per year. I now qualify for a mortgage because I have been able to show consistent income in the last two years. This is largely due to having two episodic TV shows filming on Oahu and a steady stream of movies filming on Oahu and Kauai. However, I am concerned about the stability of my income. I cannot rest assured that my employment will remain stable enough for me to move forward on purchasing a home as long as there is a cap on the tax credit.

This is my personal story and I hope you consider it. I also hope you consider the larger picture. The film industry generates millions of dollars of income for the state. The

contributions to the local economy are immeasurable. When a production brings its business to any state, millions of dollars are spent on accommodations, transportation, food, construction materials, location fees, furnishings, professional services, and other goods. Local vendors such as upholsterers, umbrella makers, sign makers, sculptors, antiques dealers, and boutiques rely on the boost in business generated by the unique needs of the film industry.

Supporting the film industry on Hawaii supports more than just the film workers! Please consider removing the cap and promote the growth of film production in the State of Hawaii.

Thank you kindly for your consideration in this matter,

Vanesa Furnari

IATSE 665

SB-33-HD-1

Submitted on: 3/26/2019 1:25:57 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Edison Erorita	Individual	Support	No

Comments:

- First, Mahalo to the Legislature for raising the cap and I also ask that the ceiling be removed
- Second, I support the intent to build a studio on the UHWO campus, but ask that the film incentive not be tied to such a land transfer
- Third, I'm connected to the industry as a Union (SAG-AFTRA - Hawaii) Actor/Performer
- Lastly, the incentive program definitely helps to create jobs (for people like us who have dedicated our lives to the Art and Craft of Acting/Performing) and generates revenue for the State of Hawaii

SB-33-HD-1

Submitted on: 3/26/2019 2:24:47 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Michael Tereschuk	Individual	Support	Yes

Comments:

SB33- RELATING TO ECONOMIC DEVELOPMENT

I am writing in SUPPORT of SB33 to remove the 35 million cap from the Hawaii Film Tax Credit (Act 143).

I work in the film industry as a costumer/tailor.

Michael Tereschuk
1018 Lunalilo St. #504
Honolulu Hawaii 96822

Working in the film industry has enabled me to support my family and send my child to college. This is very good union job with good pay and good benefits. Giving film makers incentive for shooting in Hawaii means more consistant work for everyone working in this trade in Hawaii. In this industry you can never be sure if you will have work when your current project ends. Currently i am working on Hawaii 5-0 and it is our last week. We will be starting season 10 around the 4th of July Holiday. This means i am looking at three months without work. if the Cap was lifted there would be a film coming to Oahu and i would be able to continue working. i want to get into the housing market and get a condo for myself and my son. it is dificult to take that risk knowing that i may be out of work for a prolonged period of time. Please remove the cap so all of us working in this indusrty can have consistant high paying jobs doing what we love here in Hawaii.

Thank you,

Michael Tereschuk

SB-33-HD-1

Submitted on: 3/26/2019 2:26:40 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
CHIN Edward	Individual	Support	No

Comments:

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A CAMERA ASSISTANT (i.e. writer, actor, grip, driver)

Name: MICHAEL PRIESTE Last Name: PRIESTE

Address: 3027 PURCELL CIR. #303

City: HONOLULU State: HI Zip Code: 96845

Telephone: 808.392.0536 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS OF DOLLARS OF NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

THE TAX CREDIT ENSURED MY EMPLOYMENT SO I
CAN MAINTAIN A POSITIVE CONTRIBUTION TO THE
COMMUNITY AND OUR COUNTRY'S HISTORY, WHEN YOU
TAKE A MAN'S JOB YOU TAKE HIS LIFE AND PROSPERITY

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Camera Assistant (i.e. writer, actor, grip, driver)

Name: Warner Last Name: Wachs

Address: 59-189 Ke Noi Rd

City: Haleiwa State: HI Zip Code: 96712

Telephone: 808-394-8961 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Since 2004 I have worked on over 20 Film projects in Hawaii. Seven were locally produced and written that would not have been funded without the incentive. Five were Foreign produced films that would not have come to the State

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Stuntman (i.e. writer, actor, grip, driver)

Name: Ashlen Last Name: Aguila

Address: 67-433 Haona St.

City: Waialua State: HI Zip Code: 96791

Telephone: 808-798-5300 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The film industry is my sole source of income to support my family. If there is a good tax credit in Hawaii it provides more job opportunities for the local residents to make a living. Thank You

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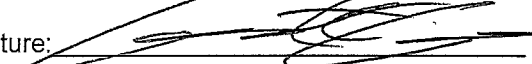
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK IN OR SUPPORT THE FILM INDUSTRY AS A Production assistant

Name: Garrett Last Name: Gagne

Address: 520 Lunalilo Home rd, #205

City: Honolulu State: HI Zip Code: 96825

Telephone: 808-396-9417 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawaii**. In 2018, 30-seconds of air time cost advertisers \$88,000 during "Five-O"'s time slot. That's **\$7.9M PER EPISODE.** Over **9 YEARS**, that's **\$1.78 BILLION** of advertising for the State. And that's just one show in one country. That doesn't include "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

ADDITIONAL COMMENTS: provided here may be used as examples in testimony to the legislature:

More money for film and TV production means more shows will come here, and that our economy will be stimulated by the depiction of Hawaii on screen. If not enough money can be allocated, then some productions, and eventually some residents, will not even think about Hawaii for work,
WRITTEN TESTIMONY IS DUE BY 9:45AM, TUES, 3/12/19. You can testify online at capitol.hawaii.gov or send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEstimony@capitol.hawaii.gov. *and go somewhere else.*

MAHALO!

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Stunt professional (i.e. writer, actor, grip, driver)

Name: Mark Healey Last Name: _____

Address: 59-560 Hoalike Rd

City: Haleiwa State: HI Zip Code: 96712

Telephone: 808 783-5539 Signature: Mark H

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Besides the benefits that myself and many others get from working on S.O. at home I know first hand how it brings new tourists here which is HI's financial life blood. I travel around the world for work and any time I tell people I'm from HI the talk about how they have or want to visit HI because they have been fans of the show and have seen how beautiful our state is.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHtestimony@capitol.hawaii.gov

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Digital Utility/Loader (i.e. writer, actor, grip, driver)

Name: Geoffrey Last Name: Lau

Address: 3103 Pualei Cir. Apt. 102

City: Honolulu State: HI Zip Code: 96815

Telephone: 732-804-5281 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

This tax credit has brought many jobs
to the State of Hawaii and allowed
me to provide for my family.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHetestimony@capitol.hawaii.gov

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A producer's Assistant (i.e. writer, actor, grip, driver)

Name: Audrey Lounsbury Last Name: _____

Address: 1829 KIHU Street

City: Honolulu State: HI Zip Code: 96821

Telephone: 717-342-8312 Signature: Audrey Lounsbury

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Has given me steady work + income in the
field that I enjoy working in. Pays my bills -
allows me to keep learning.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A PAYROLL CLERK (i.e. writer, actor, grip, driver)

Name: KEIKO Last Name: GIACONA

Address: 1511 NUUANU AVE UNIT 175

City: HONOLULU State: HI Zip Code: 96817

Telephone: 505 470 3923 Signature: CK Giacona

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I ALSO WORKED IN FILM IN NEW MEXICO, WHERE THE TAX INCENTIVE HELPED HUNDREDS OF NEW MEXICANS EARN GOOD WAGES (FAIR ABOVE THE NORM). IT ALSO IMPACTED LOCAL BUSINESSES THROUGHOUT THE STATE. JUST ASK YOUR NM COLLEAGUES

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I WORK ON "HAWAII FIVE-O" AS A Greens man (i.e. writer, actor, grip, driver)

Name: Reid Vi Last Name: Viela

Address: 2847 Waiolane ave apt #403

City: Hon State: HI Zip Code: 96826

Telephone: 808-321-8314 Signature: [Handwritten Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

~~THE~~ THE FILM INDUSTRY HAS PROVIDED FOR
ME AND MY FAMILY FOR MANY YEARS.
IT IS MY LIVELIHOOD. THANK YOU
FOR HEARING US OUT.

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I WORK ON "HAWAII FIVE-O" AS A PROPS ASSISTANT (i.e. writer, actor, grip, driver)

Name: MATHIAS Last Name: WESSINGER

Address: 1057

City: HONOLULU State: HI Zip Code: 96822

Telephone: 808 561 7179 Signature: 

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

REMOVAL OF THE CAP IS A DRAW TO MANY
LARGE-BUDGET PROJECTS THAT WOULD
OTHERWISE SEEK CREDIT/BENEFIT ELSE-
WHERE. OUR LIVELYHOODS DEPEND ON THE

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CREDIT & THE STRENGTH OF ITS BENEFITS.

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I WORK ON "HAWAII FIVE-O" AS A Dolly Grip (i.e. writer, actor, grip, driver)

Name: Shane White Last Name: White

Address: 95-226 Waimanalo Dr.

City: Wailani State: HI Zip Code: 96799

Telephone: 808-282-8835 Signature: [Signature]

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I rely on the TV/Film industry its been my career for over 21 yrs
In Union Strong #665 I am a husband of 2 high school students
Six yrs of ABC's lost bought me a house. I've depend heavily
on fair, equal policies that determine the choices production Co.
make due to laws/policies.

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I WORK ON "HAWAII FIVE-O" AS A GRIP (i.e. writer, actor, grip, driver)
Name: ANDREW Last Name: TRANETZKI
Address: 908 ALEWA PL.
City: HONOLULU State: HI Zip Code: 96817
Telephone: 808.988.8139 Signature: [Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I (LHE) have been in the industry for almost 20 years - I've seen numerous locals, families, & businesses benefit from filming in Hawaii. A CAP would STOP the benefits!! No CAP!!!

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I WORK ON "HAWAII FIVE-O" AS A ELECTRICIAN (i.e. writer, actor, grip, driver)

Name: RAYGAN Last Name: WOOLSEY

Address: 1024 HUI ST.

City: KAILUA State: HI Zip Code: 96734

Telephone: 808 336-3858 Signature: 

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I HAVE BEEN ABLE TO PURCHASE A HOME AND
START A FAMILY BECAUSE OF THE WORK THE
TAX CREDIT BROUGHT.

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I WORK ON "HAWAII FIVE-O" AS A Grip/electric (i.e. writer, actor, grip, driver)

Name: Douglas Last Name: Pagano

Address: 634 Inawai Pl

City: Honolulu State: HI Zip Code: 96825

Telephone: 808 351-8196 Signature: 808 351-8196

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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Film production companies spent 471
million in hawaii. That money circulates
in hawaii's economy. No rebate is paid
until the money is spent. Please remove the
cap.

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I WORK ON "HAWAII FIVE-O" AS A Electric / Carpenter / Rigger (i.e. writer, actor, grip, driver)

Name: DANA K SATO Last Name: SATO

Address: 45-651 AQUAKEA ST

City: KANEOLIE State: HI Zip Code: 96744

Telephone: (808) 864-4185 Signature: [Handwritten Signature]

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I Have worked in The Film Industry For 29 yrs.
with out the TAX Credit I Feel the Industry would
Fade Away

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I WORK ON "HAWAII FIVE-O" AS A STAND IN (i.e. writer, actor, grip, driver)

Name: JOHN Last Name: COFFIN

Address: 1001 QUEEN ST

City: HNL State: HI Zip Code: 96814

Telephone: 312 876 0234 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Special Effects (i.e. writer, actor, grip, driver)

Name: Kamuela Last Name: Yurong

Address: 99-541 Kaulainahoe Place

City: Aiea State: Hi Zip Code: 96701

Telephone: 864-1991 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Stand in (i.e. writer, actor, grip, driver)

Name: Ashley Last Name: Kennedy

Address: 1533 St Louis Dr

City: Honolulu State: HI Zip Code: 96816

Telephone: 808-745-3045 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
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I WORK ON "HAWAII FIVE-O" AS A STUNT COORDINATOR (i.e. writer, actor, grip, driver)

Name: ERIC Last Name: NORRIS

Address: 33502 ABALONE DR

City: DIANA POINT State: CA Zip Code: 92629

Telephone: 949 434 0604 Signature: [Signature]

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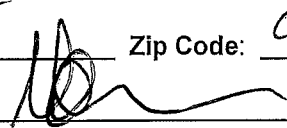
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I WORK ON "HAWAII FIVE-O" AS A stunt person (i.e., writer, actor, grip, driver)

Name: Noah Last Name: Johnson

Address: 61-134 Punalou Pl.

City: Haleiwa State: HI Zip Code: 96712

Telephone: 808 389 9010 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Boom Operator (i.e. writer, actor, grip, driver)

Name: RONALD L. Wright Last Name: _____

Address: 2551 Capt Wright Rd, Apt 203

City: Honolulu State: HI Zip Code: 96815

Telephone: 312533-7942 Signature: [Signature]

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I WORK ON "HAWAII FIVE-O" AS A Rigging Grip (i.e. writer, actor, grip, driver)

Name: Keala "Cody" Last Name: Reltier-Nakanella

Address: 47-319 IuIu Street.

City: Kaneohe State: HI Zip Code: 96744

Telephone: 808-275-7318 Signature: Cody [Signature]

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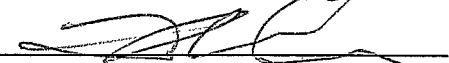
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I WORK ON "HAWAII FIVE-O" AS A Grip (i.e. writer, actor, grip, driver)

Name: Keala Nakardusa Last Name: Nakardusa

Address: 705 Kingpost

City: Hono State: HI Zip Code: 96825

Telephone: 949 9999 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Group (i.e. writer, actor, grip, driver)

Name: Duke Last Name: Groder

Address: 1666 Akaka Pl.

City: Honolulu State: HI Zip Code: 96816

Telephone: 7620995 Signature: [Signature]

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I WORK ON "HAWAII FIVE-O" AS A Transport (i.e. writer, actor, grip, driver)

Name: Joe Fabura Last Name: _____

Address: 41-1342 Kamehaha St

City: Waimanalo State: HI Zip Code: 96795

Telephone: 808-989-3152 Signature: Joe Fabura

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I WORK ON "HAWAII FIVE-O" AS A Key Rigging Grip (i.e. writer, actor, grip, driver)

Name: BRIAN Last Name: VOULBERT

Address: 448 IZUKANI ST

City: Kaheka State: HI Zip Code: 96734

Telephone: 497 8834 Signature: [Handwritten Signature]

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I WORK ON "HAWAII FIVE-O" AS A Special Ex Technician (i.e. writer, actor, grip, driver)

Name: Michael Last Name: Su'a Jr

Address: 214 Koko Isle Circle

City: Honolulu State: Hawaii Zip Code: 96825

Telephone: _____ Signature: Michael Su'a Jr

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I WORK ON "HAWAII FIVE-O" AS A E-EX Technician (i.e. writer, actor, grip, driver)

Name: Ka'ahukili ~~Sua~~ Last Name: Sua

Address: 7246 Kaahako St.

City: Honolulu State: HI Zip Code: 96825

Telephone: (808)292-4985 Signature: Ka'ahukili Sua

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- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawaii**. In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE**. Over **9 YEARS**, that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

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SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

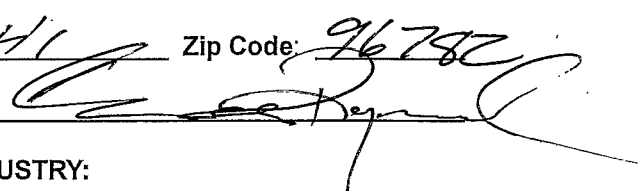
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A EFK Shop Foreman (i.e. writer, actor, grip, driver)

Name: CHARLAY Last Name: RAYMOND

Address: _____

City: Ewa Beach State: HI Zip Code: 96782

Telephone: 330-8140 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A HPD officer (i.e. writer, actor, grip, driver)

Name: Keith Tartaglia Last Name: _____

Address: 208 11th St

City: Honolulu State: HI Zip Code: 96818

Telephone: 701-240-4218 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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I WORK ON "HAWAII FIVE-O" AS A actor (i.e. writer, actor, grip, driver)

Name: YUKIO Last Name: UCHIDA

Address: 1600 Ala Moana Blvd. #1108

City: HONOLULU State: HI Zip Code: 96815

Telephone: 916-49-0195 Signature: [Signature]

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I WORK ON "HAWAII FIVE-O" AS A actor (i.e. writer, actor, grip, driver)

Name: Gregory Last Name: Vallancourt

Address: 57 Arizona Memorial Dr Slip 135

City: Honolulu State: HI Zip Code: 96818

Telephone: 585-210-0359 Signature: [Handwritten Signature]

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I WORK ON "HAWAII FIVE-O" AS A Accountant (i.e. writer, actor, grip, driver)

Name: Sherril Last Name: Nolan

Address: 600 Ala Moana Blvd

City: Honolulu State: HI Zip Code: 96813

Telephone: (626) 628-4839 Signature: Sherril Nolan

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I WORK ON "HAWAII FIVE-O" AS A Electrician (i.e. writer, actor, grip, driver)

Name: Cruz Last Name: Kalaugher

Address: 5426 Paniolo Place

City: Honolulu State: HI Zip Code: 96821

Telephone: 8085542074 Signature: Cruz Kalaugher

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The Tax Credit has allowed me to have a quality paying job to provide for myself and family.

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I WORK ON "HAWAII FIVE-O" AS A Electrician (i.e. writer, actor, grip, driver)

Name: James Last Name: Levy

Address: 1248 Mokuhana St

City: Honolulu State: Hawaii Zip Code: 96825

Telephone: _____ Signature: [Handwritten Signature]

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After graduating high school, I noticed more friends slowly getting priced out of Honolulu. I'm a second generation film employee and film has helped me sustain myself and contribute back to the islands. Placing a cap on film, will only drive most of the industry to a cheaper location. Less employees

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov and projects means less tax income for the state. A portion of something is a lot more than the entirety of nothing.

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I WORK ON "HAWAII FIVE-O" AS A Painter (i.e. writer, actor, grip, driver)

Name: Andrew ~~Calma~~ Last Name: Calma Jr.

Address: 1161 Mokuhana St. #A102

City: Honolulu State: HI Zip Code: 96825

Telephone: (808) 722-6448 Signature: [Signature]

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I has helped sustain a quality life here for me and my family. otherwise I would have left along time ago. We love working here and staying home. But without the credits there wouldn't be enough jobs for every one. Please support SB 33, SB3 for all

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the locals, vendors and other who work in our industry
muck mahalo!

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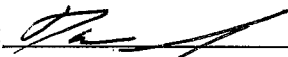
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I WORK ON "HAWAII FIVE-O" AS A Driver (i.e. writer, actor, grip, driver)

Name: Darren Last Name: Sato

Address: 910 Kapahulu Ave Apt 803

City: Honolulu State: HI Zip Code: 96816

Telephone: (808) 783-1142 Signature: 

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Provided me with work to help support myself & my family

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I WORK ON "HAWAII FIVE-O" AS A Driver (i.e. writer, actor, grip, driver)

Name: William Last Name: DUARTE

Address: 46397 Holapa Place

City: Kaneohe State: HI. Zip Code: 96744

Telephone: (808) 852-8046 Signature: [Signature]

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The tax credit helped me to stay employed almost year round from its inception. That in turn provided for my family. Without it

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We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Dispatcher / D.O.T. (i.e. writer, actor, grip, driver)

Name: Annazette Last Name: Reed

Address: P.O. Box 5090

City: Honolulu State: HI Zip Code: 96727

Telephone: 808-775-8117 Signature: Annazette Reed

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (ACM) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Some of the projects I have worked would have never
come to Hawaii if not for the film credit. Too many states
offer tax credit and we need to be competitive. A Tax Credit Cap will definitely
stop film productions from coming to Hawaii. I financially help my children & grandchildren.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

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I WORK ON "HAWAII FIVE-O" AS A Driver Transpo (i.e. writer, actor, grip, driver)

Name: Kalei Last Name: Reed

Address: Po Box 5090

City: Honokaa State: HI Zip Code: 96727

Telephone: 808-775-8117 Signature: Kalei Reed

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I was able to purchase property last year and planning
to build in June not of which would be possible if the tax
credit wasn't in place. The tax credit is the reason most production
choose to come to Hawaii.

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I WORK ON "HAWAII FIVE-O" AS A Assist. Location Manager (i.e. writer, actor, grip, driver)

Name: CORYNN Last Name: MUSSER

Address: 3727B Anuhua St

City: Honolulu State: HI Zip Code: 96816

Telephone: 330.541.8758 Signature: Corynn Musser

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

THE tax credit here in hawaii has made it possible for me as an ALM to almost be employed full time by the film/TV industry. It brings many opportunities for the community from advertising to major support.

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A ASSISTANT LOCATION MGR (i.e. writer, actor, grip, driver)

Name: SCOTT W.K. Last Name: AMONA

Address: 2522 DATE STREET

City: HONOLULU State: HI Zip Code: 96826

Telephone: 808 309 7957 Signature: SHWKA

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I AM A GRADUATE OF UH MANOA'S ACADEMY FOR CREATIVE MEDIA.
THE TAX CREDIT HELPS ME, OTHER ACM GRADUATES, AND TONS
OF OTHER LOCAL RESIDENTS WHO WORK LONG AND HARD TO
MAKE A LIVING HERE AND ALLOW US TO REMAIN HERE IN HAWAII RATHER
THAN HAVING TO MOVE TO THE CONTINENT OR ELSEWHERE!
Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov
PLEASE SUPPORT SB33, SD3!

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Accountant (i.e. writer, actor, grip, driver)

Name: Starlani Last Name: Yahumoko

Address: 1511 Nuuanu Ave #1220

City: Honolulu State: HI Zip Code: 96817

Telephone: (808) 778-2783 Signature: [Handwritten Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I am one of the UH Manoa ACM graduates who has been very fortunate to intern and then work with Hawaii Five-0 for about 4 years now. This has been the best work opportunity for my career and I hope the film industry

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is able to continue benefits like this for a very long time.

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I WORK ON "HAWAII FIVE-O" AS A STAND-IN (i.e. writer, actor, grip, driver)

Name: STEVE ~~THE~~ Last Name: TANIZAKI

Address: 21 Cragside Pl. APT 2A

City: Honolulu State: HI Zip Code: 96817

Telephone: (808) 371-2646 Signature: Steve Tanizaki

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The TAX credit has helped me have a
career in the film industry here on Oahu
for the past 15 years. Without the TAX credits
we would not have had such a long run of projects.

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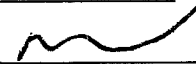
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I WORK ON "HAWAII FIVE-O" AS A Printer (i.e. writer, actor, grip, driver)
Name: Mike Last Name: Reiber
Address: 5172 Kalaiauaole Hwy.
City: Honolulu State: Hi Zip Code: 96825
Telephone: (61-505-581) Signature: 

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The more Jobs The more WORSE The more Taxes
Are paid to the STATE. Look what happened to California
when The movies left LOST 4-6 billion A YEAR! MOST WENT
TO Georgia. IF you can't figure IT OUT They will go elsewhere.

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I WORK ON "HAWAII FIVE-O" AS A director of Photography (i.e. writer, actor, grip, driver)

Name: KURT Last Name: Jones

Address: 178 Polihale Place

City: Honolulu State: HI Zip Code: 96825

Telephone: 818 207 9292 Signature: [Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Keeping film production here, keeps me here!

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Van Driver (i.e. writer, actor, grip, driver)

Name: FRANK Last Name: PAHIA

Address: 637 HOOMOANA ST

City: Pearl City State: HI Zip Code: 96702

Telephone: 808-319-5025 Signature: [Handwritten Signature]

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Keep me working

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I WORK ON "HAWAII FIVE-O" AS A wardrobe (i.e. writer, actor, grip, driver)

Name: Melvin W.L. Pang Last Name: Pang

Address: 46-218 Koaena St.

City: Kaneohe State: HI Zip Code: 96749

Telephone: 808-247-0059 Signature: Melvin W.L. Pang

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jobs for our economy

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I WORK ON "HAWAII FIVE-O" AS A SET DEC COORDINATOR (i.e. writer, actor, grip, driver)

Name: LAYLA Last Name: CASTRILLO

Address: 2328 WILSON RD

City: HONOLULU State: HI Zip Code: 96816

Telephone: 808-345-2249 Signature: Jayla Castro

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (ACM) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I WAS PROVIDED WITH IMMEDIATE CONSISTENT WORK
AFTER GRADUATING WITH MY FILM DEGREE FROM COLLEGE
WHICH HAS ALLOWED ME TO BUY MY OWN CAR, PAY
OFF MY WEDDING, GET MY OWN PLACE, AND MORE.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Sot Dec Buyer (i.e. writer, actor, grip, driver)

Name: Kahin Last Name: Chong

Address: 2215 Liliha Street # 2

City: Honolulu State: HI Zip Code: 96817

Telephone: 808.388.8448 Signature: Chong

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Steady productions on the islands have helped me generate steady income for my family.

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I WORK ON "HAWAII FIVE-O" AS A LOADER/2ND AC (i.e. writer, actor, grip, driver)

Name: RYAN Last Name: CHARLTON-HAWES

Address: 1212 NU'UANU AVE #3501

City: HONOLULU State: HI Zip Code: 96817

Telephone: (808) 489-5314 Signature: 

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

As a career cameraman my livelihood relies entirely on films coming to the islands. If there are no tax incentives, there will be no films. If there are no films, I will be forced to leave my home to search for work elsewhere.

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I WORK ON "HAWAII FIVE-O" AS A Extra/stand In (i.e. writer, actor, grip, driver)

Name: Jacqueline Last Name: Beckman

Address: 84-611 A Manuku St.

City: Waianae State: HI Zip Code: 96792

Telephone: 808-450-8962 Signature: Jacqueline Beckman

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I believe it will bring more revenue and jobs to the
state of Hawaii as it did me to help support
my family.

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I WORK ON "HAWAII FIVE-O" AS A actor (i.e. writer, actor, grip, driver)

Name: John Balinbin Last Name: Balinbin

Address: 95-023 Waihan St. Apt. B-212

City: Mililani State: HI Zip Code: 96789

Telephone: (808) 343-2937 Signature: John Balinbin

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The movies that are made in Hawaii give me the opportunity to act and earn more money.

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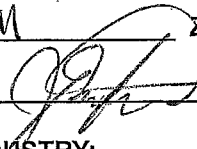
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A SET COSTUME (i.e. writer, actor, grip, driver)

Name: PAULA K. AZUBA Last Name: _____

Address: 1813 SERENO ST.

City: Honolulu State: HI Zip Code: 96817

Telephone: 808 589 6687 Signature: 

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I have many family members who own their own businesses, I have seen the benefits of this industry by their support of their small local companies. I also am able to stay in state in state case of my elderly parents because of the great competitive wages, lots of work in being able to work my craft here home in Hawaii

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I WORK ON "HAWAII FIVE-O" AS A Driver (i.e. writer, actor, grip, driver)

Name: Inga Anaku Last Name: Anaku

Address: 3054 Ala Poha Pl Apt 309

City: Honolulu State: HI Zip Code: 96818

Telephone: 808 1099-4088 Signature: Inga Anaku

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

It helps bring in work for me and my family
Living here in Hawaii is so hard to live
and by the movies coming in helps me to
make ends meet. It really makes a big difference
in income

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I WORK ON "HAWAII FIVE-O" AS A Paramedic (i.e. writer, actor, grip, driver)

Name: Ernest Last Name: Alvarez

Address: 3353 Hardesty St

City: Honolulu State: HI Zip Code: 96816

Telephone: 808-722-4189 Signature: [Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I have benefited tremendously from the Tax Credit
We have had constant film productions come here to
Hawaii to film for the last 4 years. The tax credit
is a huge incentive for productions to come here, and provides
well paying jobs to many local workers like myself.

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I WORK ON "HAWAII FIVE-O" AS A makeup artist (i.e. writer, actor, grip, driver)

Name: Laura Aguon Last Name: _____

Address: 94-317 Kaholo Ct

City: Mililani State: HI Zip Code: 96789

Telephone: 808 382 9901 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

This job has allowed me and my family
to stay in Hawaii. And supported my
entire family

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I WORK ON "HAWAII FIVE-O" AS A Dolly Grip (i.e. writer, actor, grip, driver)

Name: Jeffery Last Name: Nihipali Day

Address: 92-1282 Kikaha st

City: Kapolei State: HI Zip Code: 96707

Telephone: 808 779 1305 Signature: Jeffery Nihipali Day

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Please Remove the Cap. Our
Future generation need it removed
The state is building a school. Please don't
let our children leave to have a job.

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I WORK ON "HAWAII FIVE-O" AS A Hairstylist (i.e. writer, actor, grip, driver)

Name: Joanne Miyata Last Name: Miyata

Address: 1121 Lunalau St.

City: Kailua State: Hawaii Zip Code: 96734

Telephone: 808-222-2960 Signature: Joanne Miyata

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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawaii**. In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE**. Over **9 YEARS**, that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The tax credit has brought a steady flow of shows here which enabled me to work full time for the last 14 years. Because of this, I ~~was~~ had bought my home & has kept me from moving away.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Production Supervisor (i.e. writer, actor, grip, driver)

Name: Uma Last Name: Mitchell

Address: 1835 Alana Dr

City: Hon State: HI Zip Code: 96817

Telephone: 808 225-7704 Signature: Mitchell

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (ACM) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

This show has supported my family as well as helped
pay for college for my son. It also helps vendors.
We purchase outside lunch for 45-50 people at least
3 times a week.

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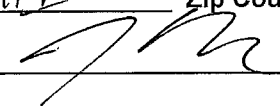
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS AN ACTOR (i.e. writer, actor, grip, driver)

Name: JONATHAN MEYER Last Name: MEYER

Address: 1403 KUPAN ST

City: KAILUA State: HI Zip Code: 96734

Telephone: 253-432-3011 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

EVERYONE IN HAWAII NEEDS THE OPPORTUNITY
FOR EXTRA INCOME & WORK. THIS SHOW
ALLOW US THE CHANCE TO SUPPLEMENT OUR
INCOME AS ACTORS.

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I WORK ON "HAWAII FIVE-O" AS A Stuntman (i.e. writer, actor, grip, driver)

Name: PAUL LACOVARA Last Name: LACOVARA

Address: 112 Polihale PL

City: HNL State: HI Zip Code: 96825

Telephone: 805-454 5632 Signature: [Signature]

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I have been a stuntman for 20 yrs + been here in Hawaii on
'five-O' for the past four yrs. I and the people of this production
definitely couldn't be here without this production + the state's
tax incentive. Please remove the cap to help people in production + local businesses alike.

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Electrician (i.e. writer, actor, grip, driver)
Name: Chad Last Name: Kanghele
Address: 92-779 Kuhoho St.
City: Honolulu State: Hi Zip Code: 96707
Telephone: 808-778-8521 Signature: Chad Kanghele

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I have been in the industry for 20 years right out of high school my dad and grandfather were both in industry, I was able to buy a home last year in Hawaii and support my wife and 3 kids. This job is my life

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and without it I don't know what I would be doing so please remove the cap and keep the

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Electrician (i.e. writer, actor, grip, driver)

Name: Martial Kabanzi Last Name: Kabanzi

Address: 2046 Palolo Ave Apt. A.

City: Honolulu State: Hawaii Zip Code: 96816

Telephone: 808-382-9981 Signature: Martial Kabanzi

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

My 11 year old daughter attends Sacred Hearts
+ my 14 yr old son attends Kamehameha
School. My job helps pay for their tuition.
My job allows me to live in Hawaii.

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I WORK ON "HAWAII FIVE-O" AS A ASST. LOC MANAGER (i.e. writer, actor, grip, driver)

Name: KAIA Last Name: CROWELL

Address: 1847 KUALONO ST.

City: HONOLULU State: HI Zip Code: 96817

Telephone: _____ Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

BORN & RAISED ON ISLAND. GRADUATED IN ACM AT UH AND GOT OPPORTUNITY TO WORK
IN INDUSTRY. WAS ABLE TO STAY HOME & WORK AND IN MY POSITION, GET TO
WORK WITH MANY DIFFERENT BUSINESSES, SCHOOLS, HOMEOWNERS, ETC.
TO ALLOW ME TO BUILD RELATIONS.

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I WORK ON "HAWAII FIVE-O" AS A Location manager (i.e. writer, actor, grip, driver)

Name: Fairai Richmond Last Name: Richmond

Address: 465 Kapa hulu Ave - 2D

City: Honolulu State: HI Zip Code: 96815

Telephone: 808 465 2503 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I provide for my family with my job
in the film industry. I have a two
year old son and have only worked
in the film industry my whole life - Fam Scared.

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I WORK ON "HAWAII FIVE-O" AS A Sound Utility (i.e. writer, actor, grip, driver)

Name: T Travis Last Name: Hoover

Address: PO Box 66

City: Kaunawa State: HI Zip Code: 96730

Telephone: (808)232-9174 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The work that has come due to the uncapped tax credits has provided work so I have not been forced to go out of state to make a living wage.

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I WORK ON "HAWAII FIVE-O" AS A Camera Operator (i.e. writer, actor, grip, driver)

Name: Dave Last Name: Homily

Address: Po Box 606

City: Halewa State: HI Zip Code: 96712

Telephone: 808 372 1718 Signature: [Signature]

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The tax credit has kept constant
production here for years enabling
me to keep my family fed sheltered
+ in school. Thank you

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I WORK ON "HAWAII FIVE-O" AS A Production Assistant (i.e. writer, actor, grip, driver)
Name: Alexa Last Name: Hinds
Address: 1955 Aupuni St. Lower Unit
City: Honolulu State: HI Zip Code: 96817
Telephone: 512.809.9419 Signature: Alexa Hinds

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Brings more opportunities & work to the state. If we place a cap, we will take away those potential opportunities & lose them to other states/countries. I moved to this state because of the cap placed in Texas.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Electric (C.L.T.) (i.e. writer, actor, grip, driver)

Name: Ishmael Last Name: Hills

Address: 94701 Lahaole Pl.

City: Waipahu State: HI. Zip Code: 96797

Telephone: 808 936-9149 Signature: Robert R. Hills

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Provided for me & my family. Helps
out with economy of the State of
Hawaii.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

To: The Honorable Donovan Dela Cruz, Chair and
The Honorable Gilbert S.C. Keith-Agaran
and members of the Senate Committee on Ways and Means
The Senate, The Thirtieth Legislature, Regular Session of 2019

Date: Thursday, February 28th, 2019
Time: 10:30 AM
Place: Conference Room 414, State Capitol

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance;

I am writing in SUPPORT of SB 33 SD 2 to remove the \$35 million cap from the Film Tax Credit.

- I WORK IN THE FILM INDUSTRY AS A PROP MASTER - Hawaii Five-0 (i.e. writer, actor, grip, driver)
 I PROVIDE A SERVICE TO THE FILM INDUSTRY. COMPANY NAME: _____

I STRONGLY SUPPORT SB 33, SD2 BECAUSE OUR FILM INDUSTRY:

- ✓ GENERATES TAX REVENUE FOR THE STATE, helping to solve our economic challenges.
- ✓ PAYS OUT ONLY AFTER MONIES ARE SPENT, making it a fiscally responsible, sustainable credit.
- ✓ STIMULATES THE ECONOMY by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ CREATES THOUSANDS OF GOOD-PAYING JOBS and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry.
- ✓ SUPPORTS TOURISM by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ IS A GREEN INDUSTRY by repairing and donating to the communities we film in.
- ✓ PROVIDES FREE ADVERTISING when a TV show, commercial or movie is shown around the world
- ✓ ENCOURAGES STATEWIDE FILMING by bringing film and TV projects to all four counties.

Name: Hector Last Name: Gonzalez

Address: 372 Mamaki Street

City: Honolulu State: HI Zip Code: 96821

Telephone: 323-449-3650 Signature: [Handwritten Signature]

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

As a prop master I am responsible for purchasing and
renting many diverse products to be featured on Hawaii 5-0
and spend a tremendous amount of money on a wide array
of products + services from local vendors, generating income
flow for a wide swath of industries in Hawaii.

Please send signed petition to our FAX: (808) 586-6091 or EMAIL: WAMtestimony@capitol.hawaii.gov.

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A DRIVER (i.e. writer, actor, grip, driver)

Name: NATALE Last Name: GERONTA

Address: 45 767 NANTWALINE WAY

City: KANEHOE State: HI Zip Code: 96744

Telephone: (808) 266-2134 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (ACM) and the West O'ahu film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

It gave me a job to help support my family.

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SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A P.A. (i.e. writer, actor, grip, driver)

Name: Dylan Last Name: Dudoit

Address: 45-535 Iuluku rd. Apt A53

City: Kaneohe State: HI Zip Code: 96744

Telephone: 8083925399 Signature: Dylan Dudoit

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Tax credit is a huge help because it helps everyone provide for themselves and their families!

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHetestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Stunt performer (i.e. writer, actor, grip, driver)

Name: Craig Last Name: Davidson

Address: 84-260 Makau St

City: Waianae State: HI Zip Code: 96792

Telephone: 808 479 3145 Signature: Craig Davidson

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
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- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawaii**. In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE**. Over **9 YEARS**, that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Been a stuntman for 17 years here in Hawaii.

It has allowed me to stay close to home and

work here in Hawaii. More work means I get

to go home at night to my wife and kids. THANK YOU!

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

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SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Hair Stylist (i.e. writer, actor, grip, driver)

Name: Paulette Last Name: Crammond

Address: PO Box 11665

City: Honolulu State: HI Zip Code: 96828

Telephone: (808) 225-2640 Signature: Paulette Crammond

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Giving my endestrey Shows, providing
me with employment - Much needed

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A actor/background extra (i.e. writer, actor, grip, driver)
Name: Jalem Last Name: Correia
Address: 84-1126 Kaulaili Road
City: Waianae State: HI Zip Code: 96792
Telephone: 808 392 6458 Signature: Jalem Correia

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I'm grateful for the work the film industry provides. It has helped me through many ways when dealing with the high cost of living at home in the islands.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEstimony@capitol.hawaii.gov

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A DRIVER (i.e. writer, actor, grip, driver)

Name: Juan Last Name: Clark

Address: 2421 Ala wai Blvd #704

City: Honolulu State: HI Zip Code: 96815

Telephone: 808-778-4461 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Allowed me to have a good paying job
to get myself out of debt and able
to help support my mother financially -
Thank you.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

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SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Background (i.e. writer, actor, grip, driver)
Name: Cheryl Last Name: Byrum
Address: 4710 Oklahoma Ave
City: Honolulu State: HI Zip Code: 96818
Telephone: 757-375-3753712 Signature: Cyrene

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

extra income

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A STAND IN/STUNTS (i.e. writer, actor, grip, driver)

Name: Jimmy Last Name: BURGHARDT

Address: 3444 UPPER ST

City: Honolulu State: HI Zip Code: 96815

Telephone: _____ Signature: _____

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

It allows me to make a living doing
something I enjoy.

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A EXTRA (i.e. writer, actor, grip, driver)

Name: Norma Last Name: Peralta-Rodriguez

Address: 91-1015 Kamaeha Ave # 205

City: Kapolei State: HI Zip Code: 96707

Telephone: 808 9540531 Signature: Norma Peralta Rodriguez

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A BACKGROUND (i.e. writer, actor, grip, driver)

Name: LOIS Last Name: Pereira

Address: 94-1176 KOKOLA ST.

City: WAIPAHU State: HI Zip Code: 96797

Telephone: 808 371 6476 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
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I WORK ON "HAWAII FIVE-O" AS A Production Secretary (i.e. writer, actor, grip, driver)

Name: Vanessa Last Name: Sanchez

Address: 4986 Poola St

City: Honolulu State: HAWAII Zip Code: 96821

Telephone: (808) 386-9127 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Driver (i.e. writer, actor, grip, driver)

Name: Kaukahoku Last Name: Lovo

Address: 2313 P.O PL

City: Honolulu State: Hawaii Zip Code: 96819

Telephone: 808 342-9662 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Script Supervisor (i.e. writer, actor, grip, driver)

Name: ERIN Last Name: MAST

Address: 84-825 ALAHELE ST.

City: WAIANAE State: HAWAII Zip Code: 96792

Telephone: (808) 391 3746 Signature: [Signature]

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I WORK ON "HAWAII FIVE-O" AS A Rigging Grip (i.e. writer, actor, grip, driver)

Name: Frank Last Name: Mitchell

Address: 1835 Alawa Dr

City: Honolulu State: HI Zip Code: 96817

Telephone: 808429-5950 Signature: Frank J Mitchell

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I WORK ON "HAWAII FIVE-O" AS A ACTOR (i.e. writer, actor, grip, driver)
Name: ARGENIO Last Name: CACHERO
Address: 91-1052 Hooa St.
City: Kapolei State: HI Zip Code: 96707
Telephone: (808) 386 3001 Signature: Alcachero

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I WORK ON "HAWAII FIVE-O" AS A production assistant (i.e. writer, actor, grip, driver)

Name: Ben Last Name: Corekin

Address: 92-1017 K Koia Dr

City: Kapolei State: HI Zip Code: 96707

Telephone: 503-830-4696 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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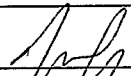
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I WORK ON "HAWAII FIVE-O" AS A Actor (i.e. writer, actor, grip, driver)
Name: Wes Last Name: Cortez
Address: 2499 Kapiolani Blvd
City: Hon State: HI Zip Code: 96826
Telephone: 977-816-4479 Signature: 

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I WORK ON "HAWAII FIVE-O" AS A Background (i.e. writer, actor, grip, driver)

Name: Janelle Last Name: Drake

Address: 5226A Iogouis ave

City: Ewa Beach State: HI Zip Code: 96706

Telephone: 210 278 6052 Signature: Janelle Drake

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I WORK ON "HAWAII FIVE-O" AS A DILIVER (i.e. writer, actor, grip, driver)

Name: JAMES Last Name: DELA CUESTA

Address: 91-1119 KEALIHONUI ST.

City: KAPOLEI State: HI Zip Code: 96707

Telephone: (800) 636-8990 Signature: James de la Cuesta

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I WORK ON "HAWAII FIVE-O" AS A _____ (i.e. writer, actor, grip, driver)

Name: Brennan Last Name: Dyson

Address: 7010 Hawaii Kal Dr. 601#

City: Honolulu State: Hi Zip Code: 96825

Telephone: (818) 262-5248 Signature: Brennan Dyson

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- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawaii**. In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE**. Over **9 YEARS**, that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Hairstylist (i.e. writer, actor, grip, driver)
Name: Steve Last Name: Elias
Address: 2319 Ala Wai Blvd #102
City: Honolulu State: HI Zip Code: 96815
Telephone: 415-378-5760 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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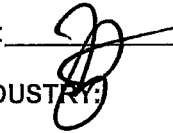
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I WORK ON "HAWAII FIVE-O" AS A performer (i.e. writer, actor, grip, driver)

Name: Zac Last Name: FLISS

Address: 4756 E. E Kahi Way

City: Ewa Beach State: HI Zip Code: 96706

Telephone: 210-709-4996 Signature: 

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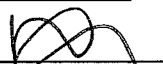
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I WORK ON "HAWAII FIVE-O" AS A ASSISTANT DIRECTOR (f.e. writer, actor, grip, driver)

Name: ROBEJITA Last Name: GUZMAN

Address: 5891 A KALANI ANAOLE HWY

City: HONOLULU State: HI Zip Code: 96821

Telephone: 808375 2225 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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I WORK ON "HAWAII FIVE-O" AS A actor (i.e. writer, actor, grip, driver)

Name: JAY HOLLAND Last Name: HOLLAND

Address: 1509 Halekua way #225

City: Honolulu State: HI Zip Code: 96802

Telephone: (523) 414-8554 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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I WORK ON "HAWAII FIVE-O" AS A actor (i.e. writer, actor, grip, driver)

Name: Nathaniel Last Name: Skinner

Address: 910 Kapaehulu #105

City: Honolulu State: HI Zip Code: 96816

Telephone: 376-2236 Signature: N.S. Skinner

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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extra income! allows additional expenditure without interfering
with usual household budget.

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I WORK ON "HAWAII FIVE-O" AS A Driver (i.e. writer, actor, grip, driver)

Name: Herman Keala Last Name: Silva

Address: 2967 Koaia Rd

City: Honolulu State: HI Zip Code: 96826

Telephone: (808) 256-1667 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

It brings jobs in for us drivers. It also helps me provide for my family.

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I WORK ON "HAWAII FIVE-O" AS A special Effects (i.e. writer, actor, grip, driver)

Name: Mike Last Name: Su'a

Address: 214 Koko Isle Circle

City: Honolulu State: Hawaii Zip Code: 96825

Telephone: 808-864-2878 Signature: Mike Su'a

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I Like this job it ^{does} ~~does~~ a lot for our
local ~~people~~ People working and Local Stores
and my friend Eric wont need to feed
Pidgeons at the park

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I WORK ON "HAWAII FIVE-O" AS A ACTOR (i.e. writer, actor, grip, driver)

Name: JASON Last Name: SWINK

Address: 94-1059 WAILI ST

City: WAIPIAHU State: HI Zip Code: 96797

Telephone: 808 647 4000 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

AS A FILMMAKER AND ACTOR I WOULD REALLY
APPRECIATE YOUR CONTINUED SUPPORT LOCAL ARTIST
AND PRODUCTIONS. I DON'T WANT TO BE FORCED
TO LEAVE HAWAII IN SEARCH OF WORK

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I WORK ON "HAWAII FIVE-O" AS A Sound Mixer (i.e. writer, actor, grip, driver)

Name: SEAN Last Name: RUSH

Address: 2957 KALAKAUA AVE #205

City: HONOLULU State: Hi Zip Code: 96815

Telephone: (714) 267-8401 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I HAVE 7 CHILDREN AND THIS WOULD TAKE THE WORK FROM THIS STATE FORCING ME AND MY FAMILY TO LEAVE HAWAII.

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I WORK ON "HAWAII FIVE-O" AS A Set Production Assistant (i.e. writer, actor, grip, driver)

Name: Ian Last Name: Eisenberg

Address: 398 Aheua Place

City: Honolulu State: HI Zip Code: 96825

Telephone: (916)549-8282 Signature: [Handwritten Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

In my homestate of Texas, it was voted to get rid of the tax incentive.

What happened after that was devastating to the Texas film industry. Hollywood no longer wanted to film there, thousands of jobs were lost & many local businesses were deeply impacted. To get rid of it he would be a disaster to the economy of Hawaii. Keep the filming & jobs here, not anywhere else!

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

To: The Honorable Donovan Dela Cruz, Chair and
The Honorable Gilbert S.C. Keith-Agaran
and members of the Senate Committee on Ways and Means
The Senate, The Thirtieth Legislature, Regular Session of 2019

Date: Thursday, February 28th, 2019
Time: 10:30 AM
Place: Conference Room 414, State Capitol

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

I am writing in SUPPORT of SB 33 SD 2 to remove the \$35 million cap from the Film Tax Credit.

I WORK IN THE FILM INDUSTRY AS A ELECTRICIAN (i.e. writer, actor, grip, driver)

I PROVIDE A SERVICE TO THE FILM INDUSTRY. COMPANY NAME: _____

I STRONGLY SUPPORT SB 33, SD2 BECAUSE OUR FILM INDUSTRY:

- ✓ GENERATES TAX REVENUE FOR THE STATE, helping to solve our economic challenges.
- ✓ PAYS OUT ONLY AFTER MONIES ARE SPENT, making it a fiscally responsible, sustainable credit.
- ✓ STIMULATES THE ECONOMY by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ CREATES THOUSANDS OF GOOD-PAYING JOBS and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry.
- ✓ SUPPORTS TOURISM by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ IS A GREEN INDUSTRY by repairing and donating to the communities we film in.
- ✓ PROVIDES FREE ADVERTISING when a TV show, commercial or movie is shown around the world
- ✓ ENCOURAGES STATEWIDE FILMING by bringing film and TV projects to all four counties.

Name: MANUEL ~~ESTRADA~~ Last Name: RAZON

Address: 85-108 MAI LUO RD

City: WAIANAE State: HI Zip Code: 96792

Telephone: 808 392-2404 Signature: 

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

My whole family rely on my income. I own a house
in WAIANAE. My income from this industry helps
pay for that property. I try to keep all my money
in Hawaii. Please remove the cap.

Please send signed petition to our FAX: (808) 586-6091 or EMAIL: WAMtestimony@capitol.hawaii.gov.

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Hairstylist (i.e. writer, actor, grip, driver)

Name: Debra L. Last Name: Rago

Address: 2029 Nuuanu Ave #804

City: Honolulu State: HI Zip Code: 96817

Telephone: 858 2244334 Signature: Debra L Rago

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I'm a single grandmother, in the past I've owned 3 salons, worked alot, never profited as a small business owner. As a film stylist I earn a wage that supports my business & my family.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

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We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Makeup artist (i.e. writer, actor, grip, driver)

Name: Laine Last Name: Rykes

Address: 647 Kunaikai Lane

City: Honolulu State: HI Zip Code: 96817

Telephone: 371-2077 Signature: Laine Rykes

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

Tax credit has allowed production to film here freely without restrictions. Because of that I have been blessed with work and the ability to maintain an active lifestyle as a consumer distributing my wages back into the community.

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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Background Actor (i.e. writer, actor, grip, driver)
Name: Luis Last Name: Santos
Address: 801 Kakala St. APT. 29
City: Kapolei State: HI Zip Code: 96707
Telephone: 254-462-7401 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

The tax credit has helped me to get more opportunities to work in the film industry at the same time we show the best of Hawaii to the entire world. The tax credit ~~is~~ enable more productions to come to Hawaii, providing job opportunities for all.

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I WORK ON "HAWAII FIVE-O" AS A PA (i.e. writer, actor, grip, driver)
Name: Ryley Last Name: Sickler
Address: 2059 Keelamoku St.
City: Honolulu State: HI Zip Code: 96822
Telephone: 808 772 1259 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I live with my family in Hawaii. If
I didn't have my job I would
have to leave my family & my home here.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHetestimony@capitol.hawaii.gov

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I WORK ON "HAWAII FIVE-O" AS A GRIFF (i.e. writer, actor, grip, driver)

Name: JAMES Last Name: THURSTON

Address: 3448 WINAM AV

City: HON State: H Zip Code: 96815

Telephone: 741-2773 Signature: James K. Thurston

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAI'I COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

2ND GENERATION FILM/PRODUCTION

family of five - brother also in industry
33 years in industry

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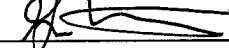
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A ACTOR (i.e. writer, actor, grip, driver)

Name: GIOVANNI Last Name: VELASQUEZ

Address: 400 SAND ISLAND PKWY

City: HONOLULU State: HI. Zip Code: 96819

Telephone: 714-837-8699 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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HAS PROVIDED SIGNIFICATLY MORE OPPORTUNITES WITHIN
THE HAWAII FILM INDUSTRY.

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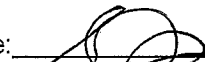
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Set Costumer (i.e. writer, actor, grip, driver)

Name: Shanna Last Name: Norton

Address: 2594 Kekuanoni St.

City: Honolulu State: HI Zip Code: 96813

Telephone: (808)216-5811 Signature: 

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature;

The tax credit has helped me build a career with consistent work in my home state in the industry I love. It has also allowed me the opportunity for financial independence

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and the luxury to afford to live near my family & loved ones here on the island I was,

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I WORK ON "HAWAII FIVE-O" AS A PROP MAKER / SET DRESSER (i.e. writer, actor, grip, driver)

Name: WILLIAM Last Name: PRESTON

Address: 45-265 WILLIAM HENRY RD. #E-8

City: KANEHOHE State: HI Zip Code: 96744

Telephone: 808 358-5853 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

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TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I've been a member of Local 665 for over 15 yrs WORKING in this industry has help me pay off back child support as well as student loans and has help me live a stable life for my family I also sit on the E-BOARD
Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov
of our local I've been able to pay off my debts.

2 7

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I WORK ON "HAWAII FIVE-O" AS A Grip (i.e. writer, actor, grip, driver)

Name: Christopher ~~Putt~~ Last Name: Putt

Address: 1451-4 Hunaikai St

City: Honolulu State: Hi Zip Code: 96816

Telephone: 808-489-8520 Signature: 

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the well being and lively hood of my family
depends on the movie buisness to be a
contributing factor in the community.

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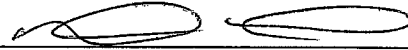
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I WORK ON "HAWAII FIVE-O" AS A ELECTRICIAN (i.e. writer, actor, grip, driver)

Name: MANOEL Last Name: RAZOW

Address: 85-108 MAI O O RD

City: WAIANAE State: HI Zip Code: 96792

Telephone: 808 392 2404 Signature: 

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- ✓ **CREATES THOUSANDS OF GOOD-PAYING JOBS** and supports THOUSANDS more through the HUNDREDS of businesses that interact with the film industry. **ALLOWS GRADUATES** of the Academy of Creative Media (**ACM**) and the **West O'ahu** film school and film studio to work at home.
- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
- ✓ **IS A GREEN INDUSTRY** by repairing and donating to the communities we film in.
- ✓ **PROVIDES FREE ADVERTISING.** "Five-O" is a **ONE-HOUR commercial for Hawai'i.** In 2018, advertisers paid \$88,000 of 30 seconds of air-time during "Five-O"'s time slot. That's **\$7.9M** of free marketing **PER EPISODE.** Over **9 YEARS,** that's **\$1.78 BILLION** of advertising the State benefits from. And that's just in America, not including "Magnum P.I.," all 5 JURASSIC films, "Jumanji," etc.
- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

WITH OUT THIS JOB I WILL NOT BE ABLE
TO PAY FOR MY MORTGAGE. MY FAMILY AND
I WILL BE HOMELESS.

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHEtestimony@capitol.hawaii.gov

SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Committee on Finance Chair Rep. Sylvia Luke and the Committee on Finance:

We support SB 365 and request the REMOVE, not raise the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactive implement the bill on 12/31/18.

I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A Alanna Dolly Grip (i.e. writer, actor, grip, driver)

Name: Casey Last Name: Alicino

Address: 1375 Makaihoa

City: Honolulu State: HI Zip Code: 96821

Telephone: 415 5954747 Signature: [Signature]

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE,** helping to solve our economic challenges.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
- ✓ **STIMULATES THE ECONOMY** by receiving HUNDREDS OF MILLIONS of dollars of NEW money.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

I have been in Hawaii working on TV since 2004. I would not have been here if not for the tax incentive. During my time working in Hawaii I have spent over 1 million dollars

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHtestimony@capitol.hawaii.gov

locally in Hawaii. again I personally have spent more than 1 million in HI

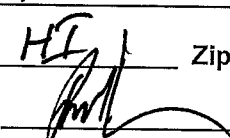
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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A 1st AD (i.e. writer, actor, grip, driver)
Name: Rich T. Last Name: Sickler
Address: 4155 Black Point Rd.
City: HNL State: HI Zip Code: 96816
Telephone: 818.618.9475 Signature: 

I STRONGLY SUPPORT SB 33, SD3 BECAUSE OUR FILM INDUSTRY:

- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
- ✓ **GENERATES TAX REVENUE FOR THE STATE**, helping to solve our economic challenges.
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- ✓ **ENCOURAGES STATEWIDE FILMING** by bringing film and TV projects to all four counties.

TESTIMONY – please explain how the tax credit has helped you specifically. Comments provided here may be used as examples in testimony to the legislature:

My family and I are honored to
make a point to frequent local businesses.
We love to put our earned money back into
the community. Respect the Aina! Aloha

Please send signed petition to: EDBtestimony@capitol.hawaii.gov and LHetestimony@capitol.hawaii.gov

IRON WORKERS STABILIZATION FUND

March 27, 2019
2:30 pm

LATE

Committee on Finance
House
Conference Room 308
415 South Beretania Street
State Capitol
Honolulu, Hawai'i 96813

Re: SB33 SD3 HD1 – RELATING TO ECONOMIC DEVELOPMENT

Aloha Chair Luke, Vice-Chair Cullen, and members of the House Committee on Finance:

We **SUPPORT THE INTENT** of SB33 SD3 HD1. This bill raises the annual \$35,000,000 rolling cap to \$55,000,000 and extends the repeal date for the Motion Picture, Digital Media, and Film Production Income Tax Credit; provided that the University of Hawaii, West Oahu campus and HTDC execute a memorandum of understanding for a no-cost lease agreement for at least 65 years that includes a provision for the potential transfer of title to a certain parcel of University of Hawaii, West Oahu campus land. We believe that the State's competitive advantage in the film industry would be hampered by a tax cap given currently available information. Further, as reported by the Department of Business, Economic Development and Tourism, the film, television, and media industry have already withdrawn projects due to the current tax cap, resulting in loss of business, negatively impacting our local workforce, and denigrating Hawaii's reputation as a top filming destination.

Thus, we ask that (1) the cap be removed, (2) that the per production cap be kept at \$15 million, (3) that the effective date be set as soon as possible, and (4) that the severability provision be supported.

Mahalo for your time and consideration.

Managing Director T. George Paris

Testimony of Walea Constantinou,
Film Commissioner, Honolulu Film Office
City and County of Honolulu

HOUSE COMMITTEE ON FINANCE

March 27, 2019

2:30 PM

State Capitol, Conference Room 308

LATE

RE: SB33, SD3, HD1 RELATING TO ECONOMIC DEVELOPMENT

Dear Chair Luke and members of the committees:

The Honolulu Film Office **strongly supports increasing or ideally repealing the annual \$35,000,000 rolling cap** for the following reasons:

- Hawaii's production **rebate program is THE KEY foundational element** that is driving the growth of Hawaii's film industry
- The film industry has proven to be a **recession-resistant industry** that will be particularly valuable should projections of a contracting economy materialize
- It is a **labor-intensive industry that provides living-wage jobs** to hundreds of Hawaii residents
- **It is a catalytic industry** that drives and expands other creative industry sectors
- The film industry is a **tenacious traveler that strongly supports existing visitor industry infrastructure**. Historically, large feature films that have shot in Honolulu have generated in the 10,000 - 15,000 room-nights range for projects with a 4 – 5 week shoot schedule.
- The newly instituted **cap has created great business uncertainty**; Hawaii's film industry cannot maintain its current level of economic output, or grow and thrive without business certainty;
- **The combined total of economic output generated by Hawaii's film industry for 2017 and 2018 is nearly \$1.4 billion (based on DBEDT estimates)**. The cap severely threatens that continued success.
- **For every dollar rebated, \$2 is returned as household income (source: DBEDT)**, which is further reinvested into our economy when that money is used to pay rent, buy food and pay for other household expenses.
- **We are a 'self-leveling' market with a limited capacity**. The per production cap and our capacity constraints will prevent any 'fiscal runaway' issues with the rebate.

We understand the fiscal challenges the Legislature must consider so therefore humbly request:

- Raising the cap significantly or ideally, removing the cap, retroactive to 12/31/2018
- extending the sunset date
- maintaining the current per production ceiling of \$15 million per project

The Honolulu Film Office would like to thank the Legislature for its long-standing support of Hawaii's film industry. Working together we have been able to grow this important sector. Thank you for the opportunity to provide this testimony.

LATE

SB-33-HD-1

Submitted on: 3/27/2019 9:01:06 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
De MONT R. D. CONNER	Ho'omanapono Political Action Committee (HPAC)	Support	Yes

Comments:

WE STRONGLY SUPPORT THIS BILL.

LATE

SB-33-HD-1

Submitted on: 3/26/2019 7:37:50 PM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Raimar Bylaardt II	Individual	Support	No

Comments:

Please support and remove the film industry cap so the it can thrive.

thank you

LATE

SB-33-HD-1

Submitted on: 3/27/2019 10:41:13 AM

Testimony for FIN on 3/27/2019 2:30:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
jess lundgren	Individual	Support	No

Comments:



**WRITTEN TESTIMONY OF
THE DEPARTMENT OF THE ATTORNEY GENERAL
THIRTIETH LEGISLATURE, 2019**

LATE

ON THE FOLLOWING MEASURE:

S.B. NO. 33, S.D. 3, H.D. 1, RELATING TO ECONOMIC DEVELOPMENT.

BEFORE THE:

HOUSE COMMITTEE ON FINANCE

DATE: Wednesday, March 27, 2019 **TIME:** 2:30 p.m.

LOCATION: State Capitol, Room 308

TESTIFIER(S): Clare E. Conners, Attorney General, or
Patricia Ohara, Deputy Attorney General

Chair Luke and Members of the Committee:

Part IV of this bill requires the University of Hawaii, West Oahu campus (University) and the Hawaii technology development corporation (HTDC) to execute a memorandum of understanding to commit the parties to a no-cost lease agreement of not less than sixty-five years, that includes a provision for the potential transfer of title from the University to the HTDC for a thirty-acre parcel of University land adjacent to Farrington Highway and the Kapolei Golf Course Road.

Article X, section 6, of the Hawaii Constitution, gives the University Board of Regents "exclusive jurisdiction over the internal structure, management, and operation of the university." Section 6 further provides: "This section shall not limit the power of the legislature to enact laws of statewide concern. The legislature shall have the exclusive jurisdiction to identify laws of statewide concern."

The Legislature should consider amending this bill to add a provision identifying and describing how Part IV of this bill is a law of statewide concern.