



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 365, SD2, 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 of SB365, SD2, HD1, which proposes unspecified changes in the annual rolling cap and qualified production cap for the motion picture, digital media, and film production income tax credit and extends the tax credit's repeal date, with the date blanked out.

DBEDT offers the following comments. We ask the committee's consideration that the per production cap of \$15 million remain as is, as this provides the necessary certainty to productions making decisions to film in Hawaii. We prefer the language in SB33, SD3, HD1 which increases the funding ceiling provision to \$55 million, provided this does not adversely affect the state financial plan.

DBEDT requests further clarification on the section related to unspecified percentage increase for post-production at "qualified post production facilities." There is already a provision in the law for this activity, but the intent is to increase the rebate percentage to incentivize more post-production activities in Hawaii. We believe this requires further discussion among all stakeholders. The department wholeheartedly supports increasing post-production activities. However, there are nascent facilities currently and DBEDT looks forward to

collaborating with lawmakers and industry to grow this aspect of Hawaii's industry.

Act 143, which set a cap of \$35 million, is currently in effect as of January 1, 2019, and the film office is already noticing the negative impacts of productions choosing other locales for their projects, which in turn will reduce jobs in this clean industry.

Established in July 2006 and enhanced in 2013, the tax credit program has achieved the Legislature's goal to ensure Hawaii's competitive advantage in the industry. This competitive advantage is in jeopardy, if this cap is not amended.

Film, television and media industry productions have already withdrawn projects due to the tax credit cap. This is resulting in a loss of business to the State, negatively impacting our local workforce, along with Hawaii's global reputation as one of the top filming destinations in the world.

While DBEDT appreciates the roll-forward provision, the current statute does not assure industry the stability and predictability which it requires to make multi-million-dollar business decisions. This loss of film projects may also affect the development of a new studio complex in West Oahu.

Thank you for the opportunity to testify on this measure.



**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. 365, S.D. 2, 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. 365, S.D. 2, H.D. 1, and offers the following comments for the Committee's consideration.

S.B. 365, S.D. 2, 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:

- Amends the per qualified production cap of \$15 million to an unspecified amount;
- Amends the film credit annual aggregate cap of \$35 million to an unspecified amount;
- Amends the definition of "qualified production costs" to include actual costs, plus an additional unspecified amount for editing, visual effects, music, other post-production, and related services that are performed at qualified post-production facilities;
- Amends the sunset date of film credit from January 1, 2026 to an unspecified date; and
- Has a defective effective date of July 1, 2112; provided that Part I shall apply to taxable years beginning after December 31 of the prior calendar year.

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 notes that under current law, "qualified production costs" include costs of editing, visual effects, music, other post-production, and related services. If intent of the amendment The Department requests clarification to the amendment to paragraph (5) of the definition of "qualified production costs" in section 235-17(m), HRS. If the intent of

amending this definition is to limit post-production activities to those being performed at specified facilities, the Department suggests specify the facilities that qualify. It is also unclear what is meant by “actual costs, plus an additional \_\_\_\_\_ percent”. The Department suggests clarifying this part of the definition as well.

Third, 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”.

Fourth, 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)."

Fifth, 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 suggests clarifying the effective date of this measure. The aggregate cap of \$35 million applies to taxable years beginning after December 31, 2018. If the intent of this measure is to change the aggregate cap established by Act 143 for tax year 2019, the Department suggests changing the effective date of this measure to apply to taxable years beginning after December 31, 2018.

Thank you for the opportunity to provide comments.



OFFICE OF ECONOMIC DEVELOPMENT  
THE COUNTY OF KAUAI

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 365, SD2, HD1 (HSCR1655)  
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,

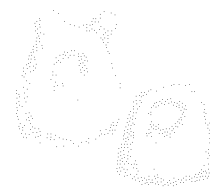
Thank you for allowing the Kauai Film Commission to SUPPORT SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactively implement the bill on 12/31/18.

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





**MOTION PICTURE ASSOCIATION OF AMERICA, INC.**

**TESTIMONY IN SUPPORT**

**OF HAWAII SENATE BILL 365 SD 2 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 365. THIS LEGISLATION COULD ENHANCE HAWAII'S PRODUCTION TAX INCENTIVE PROGRAM.

MADAM CHAIR LUKE 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

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. THIS, IN TURN, 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 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 365 WILL AGAIN CREATE STABILITY AND PREDICTABILITY FOR PRODUCERS. SB 365 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 365 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.

**TESTIMONY OF ROBERT TOYOFUKU ON BEHALF OF NBC/UNIVERSAL  
REGARDING SB 365 SD 2, HD 1**

Hearing: Wednesday, March 27, 2019  
Committee: 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 NBCUniversal regarding S.B. 365, SD 2, HD 1. Relating to Economic Development.

NBCUniversal continues to support removing the “cap” on the total amount of tax credits that is allowable given the negative impact on job creation and long-term investment the cap imposes and has testified as such in prior hearings. Also, the company respectfully urges a much longer timeframe until sunset than the applicable seven years in the current law, given the importance placed on permanent or at least ten-year incentive programs, which allow television series and industry infrastructure investors to commit long term production and investment plans. NBCUniversal is also concerned about any reduction in the per project cap under current law, given Hawaii’s competitors, including the Dominican Republic, New Zealand, Puerto Rico and Australia, among many others, do not impose any cap on projects. The current cap already limits the scale of feature films that can commit to Hawaii, any further downward adjustment would serve to reduce the opportunity for attracting the sort of large budget films best positioned to employ Hawaii workers and showcase the state to world- wide audiences.

NBCUniversal does support the potential for an enhanced credit to attract post-production expenses. The company has experienced first-hand the success other jurisdictions, including for example British Columbia, Australia and the United Kingdom

have had in building thriving post-production clusters through enhanced incentives. Fostering growth in this sector of the industry will take time and reinforces the need to eliminate the annual cap on the incentive program with an extended sunset period. The uncertainty the cap creates on access to funding will discourage post-producers to make the sort of long-term commitments to build this sector in Hawaii.

NBCUniversal is certain that with a stable, competitive incentive, Hawaii can compete successfully with leading global production centers to attract film and television projects produced for worldwide distribution.

Thank you for the opportunity to testify in support of the bill and we look forward to working with the committees on these issues.



# 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

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Testimony to the House Committee on Finance

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

RE: SB365 – RELATING TO FILM AND DIGITAL MEDIA INDUSTRY DEVELOPMENT

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

Hawaii Teamsters and Allied Workers **supports** SB365 with the following amendments.

We support the repeal the overall \$35 Million dollar cap, but ask the per production cap be kept the same at current rate of \$15 million. We believe the cap repeal would help further stabilize the film industry in the State of Hawai'i. We also 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.

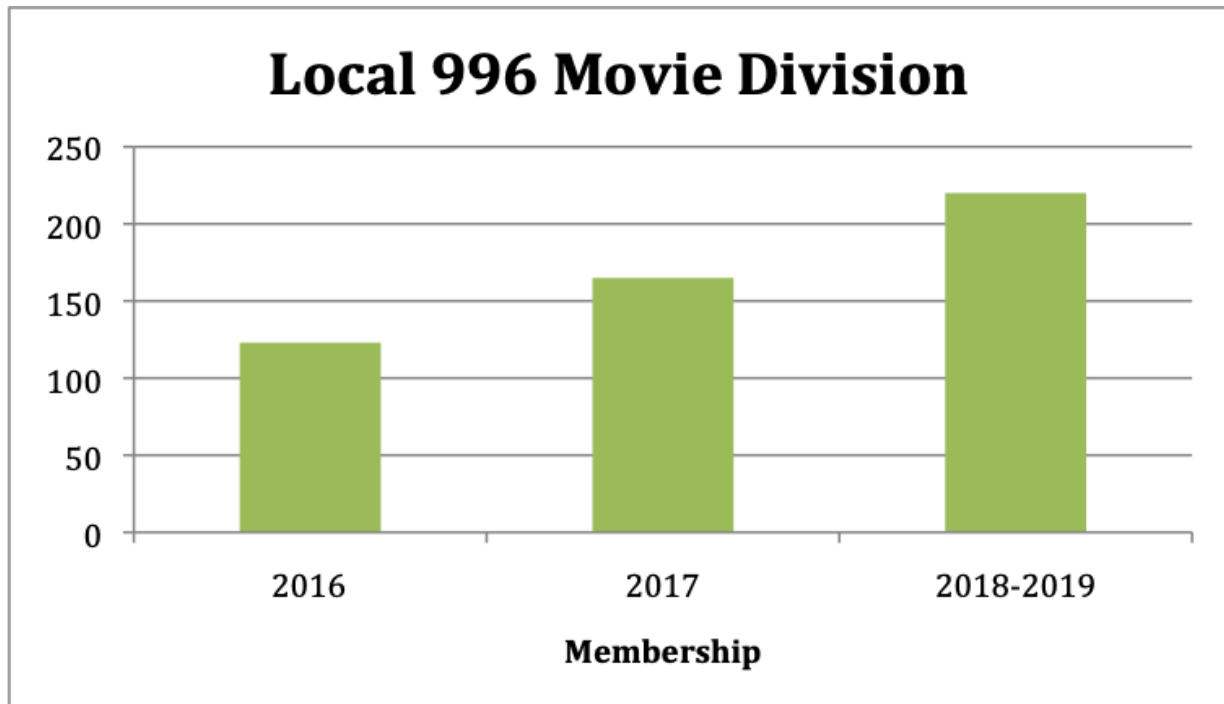
We humbly ask the members of the committee to continue to support our residents in an industry they've helped to thrive.

Thank you for the opportunity to testify on SB365

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

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

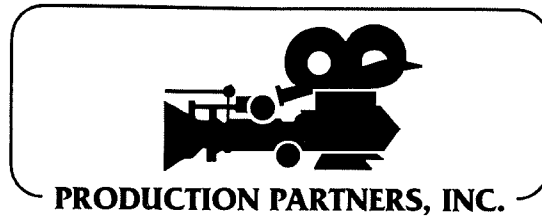
-Teamster positions covered by the CBA:

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.



HOUSE OF REPRESENTATIVES  
THE THIRTIETH LEGISLATURE  
REGULAR SESSION OF 2019

COMMITTEE ON FINANCE

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

Regards: SB33 & SB365 Motion Picture, Digital Media, and Film Production:

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

Production Partners Inc. is a Hawaii based Film Production Company, established in 1981, serving international clients such as Netflix, Amazon, and Sony Pictures as well as many other clients including Dentsu Inc. one of the world's largest adverting agencies. The current caps will jeopardize several of our projects that are scheduled for Hawaii this year as our clients are watching what will happen with the current cap.

I am the Government, Labor and Visa liaison, and a founding member of Hawaii International Film Association (HIFA), which was founded 1986. If the cap is not removed, it will also affect up to 23 HIFA members companies.

We request to remove, NOT raise, the \$35 million dollars rolling cap retroactively to 12/31/18. We support to keep the \$15 million dollars per production cap and the need to extend the sunset date to 2033. Just raising the cap to \$55,000 will negatively affect the overall message to the Industry and could prevent the progress of a new studio in West Oahu.

Supporting the industry efforts will give our students hope of staying in Hawaii knowing there are good jobs where they can put their skills to use. Not giving them this stability, they will likely move to Los Angles or another major city to pursue work. Remove the cap, and Hawaii will benefit economically.

The current data from DBEDT supports the opinion that the industry is in a growth stage. Keeping the cap will only send us back to where we were before 2006.

I ask for your support for our industry as we go forward into the future.

Regards:

LeRoy Jenkins / President



**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

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Rep. Bertrand Kobayashi  
Rep. Nadine K. Nakamura  
Rep. Tina Wildberger

**SB365, SD2, 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 SB365, SD2, HD1.

- We **SUPPORT** extending the sunset date to 1/1/2030 and keeping the per production cap at \$15 per project.
- We respectfully **PROPOSE** REMOVING the \$35 million cap from the Hawaii Film Tax Credit instead of raising it, retroactive to 12/31/18. Basically, returning the tax credit to how it was before.

**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 1<sup>st</sup>, projects have already decided not to come to Hawai’i because they would not receive their rebate in a timely manner.

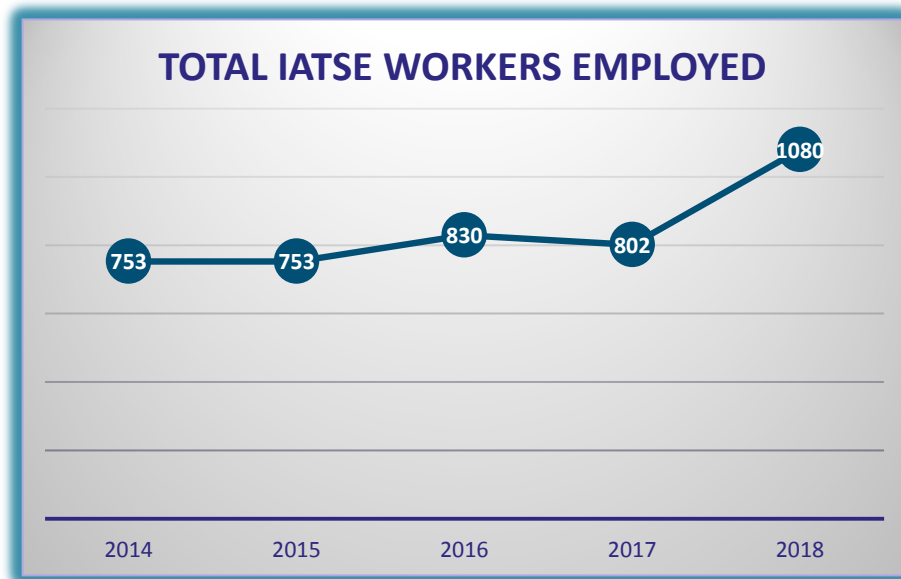
**IT PAYS FOR ITSELF:** The global exposure the State receives from film and TV is MASSIVE. For example, in 2018, it cost an advertiser about \$88,000 to air a 30-second commercial during “Hawai’i Five-O’s” time slot<sup>1</sup>. If you see the show as a one-hour commercial for Hawai’i, that’s \$7.92M of

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

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.

**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

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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 365, 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  
(808) 596-0227



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 365, SD2, 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 strongly support SB 365, SD2, HD1 with regard to an increase/repeal of 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. **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.
3. **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.
4. **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 22<sup>ND</sup>, 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,



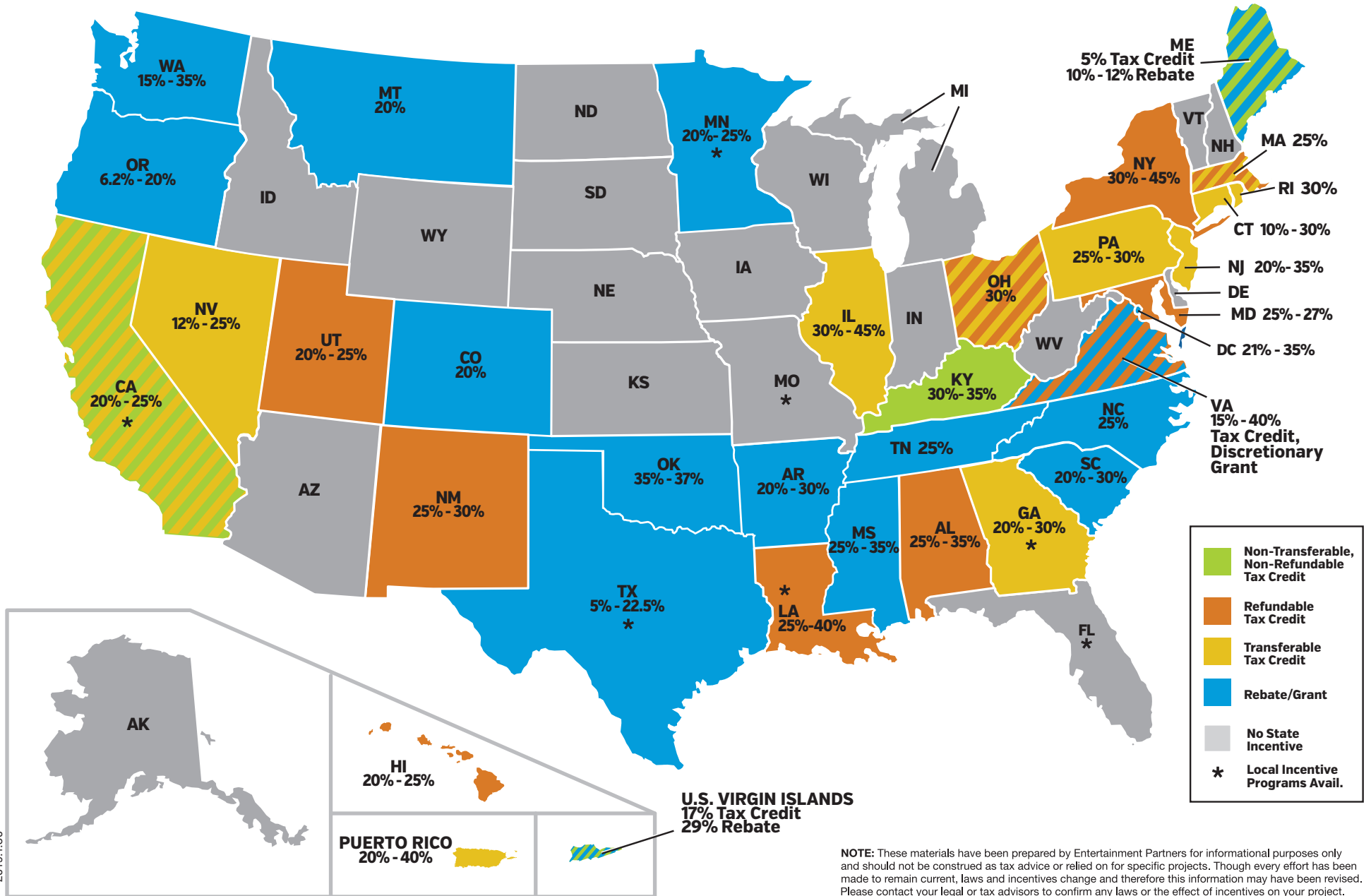
Ricardo Galindez and Roy Tjioe  
Co-Founders  
Island Film Group  
Honolulu, Hawaii



# U.S. PRODUCTION INCENTIVES

## WINTER 2019

Joe Chianese 818.955.6242  
 John Hadity 646.473.9016  
 Wendy Black 818.955.6167



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.



**SB-365-HD-1**

Submitted on: 3/26/2019 1:52:11 PM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Harry Ladera	film producer	Support	No

Comments:

HT Project Inc. SUPPORT SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to [1/1/2030](#) and retroactively implement the bill on 12/31/18.

I feel that the film industry in Hawaii has now become a vital part of the economic growth and would be important for the industry to keep going Thank you Harry Ladera -President HT Project Inc

A

**SB-365-HD-1**

Submitted on: 3/26/2019 1:04:16 PM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Daniel Rosner	Hawaii Media Inc.	Support	No

Comments:

I am Danny Rosner, President of Hawaii Media Inc. We are the largest provider of Camera, Lighting and Grip equipment for the motion picture industry in Hawaii. We currently provide the entire equipment package for Hawaii 5-0 and the Dolly equipment for Magnum P.I. Recently we also worked with American Idol on Oahu, a Michelob commercial that was shown during the Super Bowl, a Samsung commercial filmed on the Big Island, and a spin-off of the Fast and Furious feature film franchise shooting on the island of Kauai.

Basically, despite the beauty and desirability of our location and climate, these productions would not choose to work in Hawaii unless there was a competitive Tax Credit to lure their business. And they chose us last year to the tune of half a billion dollars in spending. All of this cash came from out of state, employing our people, staying in our hotels, eating at our restaurants, and buying our products. As such, fresh money expands our local economy very very meaningfully. My company alone has increased our number of employees from 5 to 15 since we increased the credit a few year back.

We must support this bill to eliminate the cap on the Tax Credit in order to send the right message to the major studios; encouraging them to choose to shoot here, rather than viable options available abroad.

Please eliminate the cap and extend the term of this extremely lucrative Tax Credit.

Mahalo.

**SB-365-HD-1**

Submitted on: 3/26/2019 10:43:23 AM

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

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

Comments:

I am writing to express my strong support for SB 365. My company, Hawaii Media Inc., provides equipment used for film and television production. The entire industry has grown as result the tax credits that have been in place. 2018 was a record year. Now that a cap is in place, productions are cancelling shooting in Hawaii, in favor of locations that are more film friendly.

This exodus of film revenue will only get worse. Representatives from TV networks and the producer's association have warned our lawmakers that a cap is a strong deterrent to any future growth. Any cap will show producers that we are not serious about attracting their business;

We should remove the cap retroactively to December 31, 2018. We should keep the current amount of \$15 million per production per year. We also need to extend the sunset date to January1, 2030.

If we enact SB 365 as written, it will insure the continued growth of our industry, which provides many hours of free advertising for our tourism industry. Film production is a clean industry which brings in hundred of millions of dollars to our state economy. The industry provides hundreds of high-paying jobs with full union benefits.

**SB-365-HD-1**

Submitted on: 3/26/2019 8:29:54 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Travis Hoover	IATSE 665	Support	No

Comments:

I SUPPORT SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to [1/1/2030](#) and retroactively implement the bill on 12/31/18. I am a voting resident in Kaaawa and strongly support this position. Our livelihood will most likely dry up and a large portion of this now thriving industry in Hawaii. This industry allows me to earn a living wage for my family here in Hawaii. If the cap is not removed the industry will slow way down (also reducing the tax dollars the state receives). As the work dries up, many of us may be forced to work in another industry and change careers or leave the state entirely to find more work in our industry. Please help to make these changes and not squash a growing industry in our state.

Mahalo

Travis Hoover

Sound Mixer

IATSE 665

**SB-365-HD-1**

Submitted on: 3/26/2019 11:31:08 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
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-365-HD-1**

Submitted on: 3/26/2019 11:54:43 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Chantal BoomLa	IATSE 665	Support	Yes

Comments:

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

Please remove the \$35M cap on the industry. I am in support of SB 33 and SB 365.

I have been a union member since 1995 (29 years). This union has afforded me a great living. I've been able to buy my house and take good care of my family. We spend thousands of dollars locally as a makeup department when filming a feature film or television show here. If there is a cap on the incentives many people will suffer a financial loss. Like a domino effect, one by one each person down the line will be either unemployed or bankrupt. PLEASE REMOVE THE \$35M CAP!!!

Aloha,

Chantal BoomLa

808-284-3225

ccboom@hawaiiantel.net

chantalboomla.com

**SB-365-HD-1**

Submitted on: 3/26/2019 12:51:36 PM

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

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

Comments:

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

Mahalo,

Jon Hanks

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 365, SD2, HD1

RELATING TO ECONOMIC DEVELOPMENT.

Changes the annual \$35,000,000 rolling cap and \$15,000,000 per qualified production cap for the Motion Picture, Digital Media, and Film Production Income Tax Credit. Authorizes an additional percentage of the Tax Credit for certain qualified post-production costs. Extends the Tax Credit's repeal date.

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 Hawai'i.

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, Hawai'i 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 significantly raise or completely roll back this cap. 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 with post-production capabilities would be a game changer. But with the cap as is, no one is going to make the considerable investment to build one.

In terms of an additional incentive for post-production services including visual effects, this would also boost our positioning as a global center for film, television and digital content production. The visual effects industry is even more sensitive to the availability of tax credits but it also means that even shows that are not shot in Hawaii could choose to complete their post-production in Hawaii. That means more better paying jobs year round. This is something cities like Vancouver, Montreal and London recognized long ago to establish themselves as centers of both production and post-production. If you consider that more than half the budget for the typical super hero (Marvel), science fiction (*Avatar*) or fantasy (*Harry Potter*) blockbusters that dominate the studio release schedules is spent on visual effects, you can certainly appreciate why our local economy and graduates would benefit from being in that business.

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 has, 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-365-HD-1**

Submitted on: 3/26/2019 6:55:11 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Judith Cunningham	Individual	Support	No

Comments:

Aloha! I am a Makeup Artists on Hawaii Island. I SUPPORT SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactively implement the bill on 12/31/18. Thank you for helping our industry grow.

**SB-365-HD-1**

Submitted on: 3/26/2019 7:56:41 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 to all!

I work in Hawai'i because of the film industry. I am able to support my family, send my four kids to school, and pay a mortgage because of the film industry!

I SUPPORT SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to [1/1/2030](#) and retroactively implement the bill on 12/31/18.

The 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 2018,30-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!

Kaipu Seales

**SB-365-HD-1**

Submitted on: 3/26/2019 10:19:25 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-365-HD-1**

Submitted on: 3/26/2019 10:27:09 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
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-365-HD-1**

Submitted on: 3/26/2019 11:49:12 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. On behalf of my self and all individuals whose economic viability depend on the film industry, I support SB365 and request that the \$35M cap is removed, not raised, while keeping the per production cap at \$15M. We ask that the sunset date be extended to 1/1/2030 and retroactively implement the bill on 12/31/2018.

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-365-HD-1**

Submitted on: 3/26/2019 11:52:27 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Harold Fong	Individual	Support	No

Comments:

I am a costumer and have lived in Hawaii all my life. I am so fortunate to have the job that I do and be able to live in Hawaii. This state attracts some of the biggest features in the world because of its natural beauty, highly skilled work force and financial incentives. This formula has helped Hawaii bring in millions of dollars of production money but also millions of dollars of free advertising for our beautiful state. So my question is why undo this formula. With a continued incentive maybe big companies will invest big dollars and build real film studios here in our state bringing in even more dollars and more advertising for our fine state. I believe when you give a little you can gain a lot. Thank you so much for your time and hopefully your support for this bill.

**SB-365-HD-1**

Submitted on: 3/26/2019 2:29:30 PM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Michael Tereschuk	Individual	Support	Yes

Comments:

Michael Tereschuk

i am in strong SUPPORT of SB 365

please pass SB365

# 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 PRIORSTE Last Name: PRIORSTE

Address: 3027 PURCELL CIR. #303

City: HONOLULU State: HI Zip Code: 96845

Telephone: 808.392.0536 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 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 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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 Camera Assistant (i.e. writer, actor, grip, driver)

Name: Warner Last Name: Wacha

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:

- ✓ **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:

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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# SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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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]

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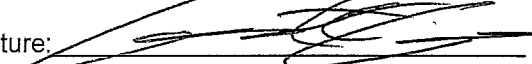
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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: 

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- ✓ **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, and go somewhere else.

**WRITTEN TESTIMONY IS DUE BY 9:45AM, TUES, 3/12/19.** You can testify online at [capitol.hawaii.gov](http://capitol.hawaii.gov) or send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEstimony@capitol.hawaii.gov](mailto:LHEstimony@capitol.hawaii.gov).

**MAHALO!**

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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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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.

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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]

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

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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

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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:

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

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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 Waiakole ave apt #403

City: Hon State: HI Zip Code: 96826

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

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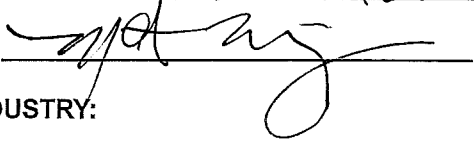
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I WORK ON "HAWAII FIVE-O" AS A PROPS ASSISTANT (i.e. writer, actor, grip, driver)

Name: MATHIAS Last Name: WESSINGER

Address: 1057

City: HONOLULU State: HI Zip Code: 96822

Telephone: 808 561 7179 Signature: 

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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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- ✓ **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:

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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHetestimony@capitol.hawaii.gov](mailto: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 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]

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.
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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 (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: [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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto:LHEtestimony@capitol.hawaii.gov)



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

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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto:LHEtestimony@capitol.hawaii.gov)

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

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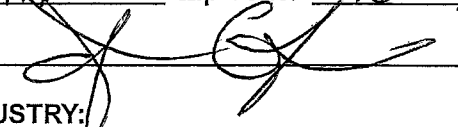
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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

Name: JOHN Last Name: COFFIN

Address: 1001 QUEEN ST

City: HNL State: HI Zip Code: 96814

Telephone: 312 876 0234 Signature: 

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

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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 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: 

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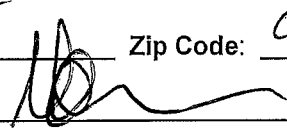
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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

Name: RONALD L. Wright Last Name: Wright

Address: 2551 Capt Wright Rd, Apt 203

City: Honolulu State: HI Zip Code: 96815

Telephone: 312533-7942 Signature: [Handwritten Signature]

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

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# SAVE OUR FILM INDUSTRY! Remove the Cap!

SB 365 and SB 33 – RELATING TO ECONOMIC DEVELOPMENT

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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.

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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

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

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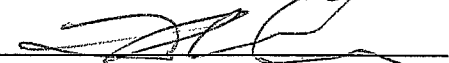
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I WORK ON "HAWAII FIVE-O" AS A Grip (i.e. writer, actor, grip, driver)

Name: Keala Nakardus Last Name: Nakardus

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 Fabual Last Name: \_\_\_\_\_

Address: 41-1342 Kamehaha St

City: Waimanalo State: HI Zip Code: 96795

Telephone: 808-989-3152 Signature: Joe Fabual

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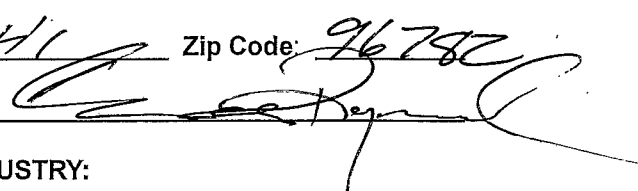
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I WORK ON "HAWAII FIVE-O" AS A EFK Shop Foreman (i.e. writer, actor, grip, driver)

Name: CHARLAY Last Name: RAYMOND

Address: \_\_\_\_\_

City: Ewa Beach State: HI Zip Code: 96782

Telephone: 330-8140 Signature: 

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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]

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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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- ✓ **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.
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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:

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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 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: [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 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 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: James Last Name: Levy

Address: 1248 Mokuhana St

City: Honolulu State: Hawaii Zip Code: 96825

Telephone: \_\_\_\_\_ 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:

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

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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 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]

## I STRONGLY SUPPORT SB 33, SB3 BECAUSE OUR FILM INDUSTRY:

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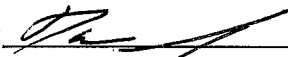
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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

Name: 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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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 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]

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

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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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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

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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:

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.

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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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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 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 Assist. Location Manager (i.e. writer, actor, grip, driver)

Name: CORYNN Last Name: MUSSER

Address: 3727B Anuhooe St

City: Honolulu State: HI Zip Code: 96816

Telephone: 330.541.8758 Signature: Corynn Musser

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- ✓ **KEEPS HAWAII COMPETITIVE AS A FILM LOCATION.** Film come because we have a tax credit.
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- ✓ **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 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 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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 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:

- ✓ **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:

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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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: [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.
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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 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 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: 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

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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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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 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: [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 more Jobs The more work 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 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 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]

## 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:

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

jobs for our economy

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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 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:

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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 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.

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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 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

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

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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: RUAN Last Name: CHARLTON-HAWES

Address: 1212 NU'UANU AVE #3501

City: HONOLULU State: HI Zip Code: 96817

Telephone: (808)489-5314 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.
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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:

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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 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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The movies that are made in Hawaii give me the opportunity to act and earn more money.

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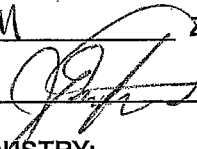
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I WORK ON "HAWAII FIVE-O" AS A SET COSTUMER (i.e. writer, actor, grip, driver)

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

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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: 808-722-4109 Signature: [Signature]

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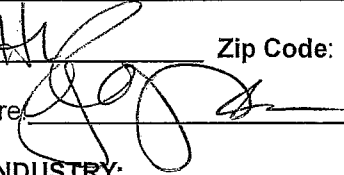
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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

Name: Laura Aguon Last Name: \_\_\_\_\_

Address: 94-317 Kaholo Ct

City: Mililani State: HI Zip Code: 96789

Telephone: 808 382 9901 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:

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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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 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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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.

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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

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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.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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.

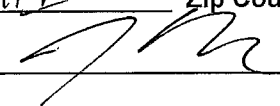
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS 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:

- ✓ **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 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:

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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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 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

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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 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

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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. UCMANAGER (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]

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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 Kapaehulu Ave - 2D

City: Honolulu State: HI Zip Code: 96815

Telephone: 808 465 2503 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 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]

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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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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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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.

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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

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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:

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

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 28<sup>th</sup>, 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](mailto: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: [Handwritten 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.
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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 gave me a job to help support my family.

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

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHetestimony@capitol.hawaii.gov](mailto: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 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.
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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:

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!

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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:

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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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 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:

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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'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.

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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:

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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.

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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.
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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:

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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 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: 808 954 0531 Signature: Norma Peralta Rodriguez

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

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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 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.
- ✓ **PAYS OUT ONLY AFTER MONIES ARE SPENT,** making it a fiscally responsible, sustainable credit.
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- ✓ **SUPPORTS TOURISM** by hiring visitor industry businesses such as hotels, airlines, rental cars, etc.
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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: [Signature]

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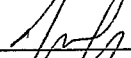
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I WORK ON "HAWAII FIVE-O" AS A Actor (i.e. writer, actor, grip, driver)

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: (808) 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: 

## 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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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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Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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: 

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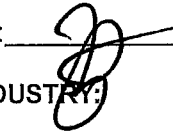
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A 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: 

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

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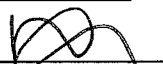
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

I WORK ON "HAWAII FIVE-O" AS A 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: 

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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

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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]

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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

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I Like this job it <sup>does</sup> ~~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: [Handwritten Signature]

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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]

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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:

- ✓ **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 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:

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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 28<sup>th</sup>, 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](mailto: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 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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- ✓ **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 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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 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:

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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 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]

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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 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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHetestimony@capitol.hawaii.gov](mailto:LHetestimony@capitol.hawaii.gov)

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I WORK ON "HAWAII FIVE-O" AS A GRIP (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

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2ND GENERATION FILM/PRODUCTION

family of five - brother also in industry  
33 years in industry

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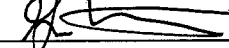
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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: 

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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:

HAS PROVIDED SIGNIFICATLY MORE OPPORTUNITES WITHIN  
THE HAWAII FILM INDUSTRY.

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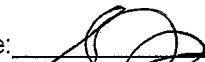
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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: 

## 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 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 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 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]

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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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto:LHEtestimony@capitol.hawaii.gov)  
of our local I've been able to pay off my debts.

2 7

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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 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: 

## 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 well being and lively hood of my family  
depends on the movie buisness to be a  
contributing factor in the community.

Please send signed petition to: [EDBtestimony@capitol.hawaii.gov](mailto:EDBtestimony@capitol.hawaii.gov) and [LHetestimony@capitol.hawaii.gov](mailto:LHetestimony@capitol.hawaii.gov)

# SAVE OUR FILM INDUSTRY! Remove the Cap!

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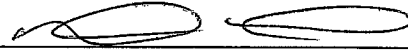
I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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

Name: MANOEL Last Name: RAZOW

Address: 85-108 MAI O O RD

City: WAIANAHE State: HI Zip Code: 96792

Telephone: 808 392 2404 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:

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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHEtestimony@capitol.hawaii.gov](mailto: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 Alanna Dolly Grip (i.e. writer, actor, grip, driver)

Name: Casey Last Name: Alicino

Address: 1375 Makaikea

City: Honolulu State: HI Zip Code: 96821

Telephone: 415 5954747 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 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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHtestimony@capitol.hawaii.gov](mailto:LHtestimony@capitol.hawaii.gov)

locally in Hawaii. again I personally have spent more than 1 million in HI

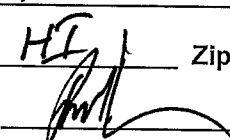
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I support the intent of SB33 and request to REMOVE, not raise, the \$35M cap, have an effective date of 12/31/18 and support the Severability Clause.

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:

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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 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](mailto:EDBtestimony@capitol.hawaii.gov) and [LHetestimony@capitol.hawaii.gov](mailto:LHetestimony@capitol.hawaii.gov)

# IRON WORKERS STABILIZATION FUND

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March 27, 2019  
2:30 pm



Committee on Finance  
House  
Conference Room 308  
415 South Beretania Street  
State Capitol  
Honolulu, Hawai'i 96813

Re: SB365 SD2 HD1 – RELATING TO ECONOMIC DEVELOPMENT

*Aloha* Chair Luke, Vice-Chair Cullen, and members of the House Committee on Finance:

We **SUPPORT** SB365 SD2 HD1. This bill changes the annual \$35,000,000 rolling cap and \$15,000,000 per qualified production cap for the Motion Picture, Digital Media, and Film Production Income Tax Credit, authorizes an additional percentage of the Tax Credit for certain qualified post-production costs, and extends the Tax Credit's repeal date. 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 denegrating 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, and (3) that the sunset date to be set at January 1, 2030.

*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



**RE: SB365, SD2, 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.

**SB-365-HD-1**

Submitted on: 3/26/2019 7:40:55 PM

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

**LATE**

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Raimar Bylaardt II	Individual	Support	No

Comments:

I am writing in SUPPORT of SB 365 and request to REMOVE, not raise, the \$35M cap, keep the per production cap at \$15M, extend the sunset date to 1/1/2030 and retroactively implement the bill on 12/31/18.

this is very important for Hawaii's economy!

thank you



**LATE**

March 26<sup>th</sup>, 2019

Addressing the House of Representatives: Committee on Finance  
Relating to Economic Development in Support of SB 365 (Motion Picture Association of America)

Hearing held on Wednesday 3/27/2019 at 2:30pm.

Dear Finance Committee and Whom It May Concern,

I am giving my testimony today in hopes to further my career in this industry and pave a strong future for our economy. Having this career has allowed me to keep steady work and has allowed me to keep and use medical benefits, which is most important to me. Being born and raised on Oahu, I've had the privilege to live most of my life here and plan to remain residing here. Having this job without a tax cap has allowed me to remain, let alone begin to plan homeownership, which is also beneficial for our economy. Coming from a big family, who are also a part of this union and association, I too would like to raise a big family and the time has come where it's my turn to begin that journey. Keeping steady work, keeping the film industry, and having Hawaii be a desirable place to bring in work will allow me and everyone else to continue to keep this Union and work force strong, bringing in revenue for the state and keep supporting our community and economy.

Sincerely,

Troy M. Scanlan  
Prop Maker/Set Dressing Department  
IATSE Local 665

**LATE**

**SB-365-HD-1**

Submitted on: 3/27/2019 9:00:01 AM

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

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
De MONT R. D. CONNER	Ho'omanapono Political Action Committee (HPAC)	Support	Yes

Comments:

**WE STRONGLY SUPPORT THIS BILL.**

**SB-365-HD-1**

Submitted on: 3/27/2019 2:11:12 PM

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

**LATE**

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Melodie Aduja	O`ahu County Democrats Committee on Legislative Priorities	Support	No

Comments:



March 27, 2019

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

**LATE**

The House of Representatives  
The Thirtieth Legislature  
Regular Session of 2019

RE: SB 365 SD 2 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).

The current ceiling of \$35 million and its carryover provision, would effectively create a cycle of diminishing returns that will severely inhibit our industry. We need only to look to other states to see the negative effects of such a ceiling. We respectfully ask that the cap be lifted and the per production limit remain at \$15 million.

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 SB365 SD 2 HD1, repealing the cap, will create stability and predictability in the industry. A stable Film and Digital 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

Mericia Palma Elmore, Executive Director  
SAG-AFTRA Hawaii Local  
[mericia.palmaelmore@sagaftra.org](mailto:mericia.palmaelmore@sagaftra.org)  
Ph: 808-596-0388 • Fax: 808-593-2636  
201 Merchant Street Suite 2301, Honolulu, HI 96813

SCREEN ACTORS GUILD - AMERICAN FEDERATION OF  
TELEVISION AND RADIO ARTISTS  
SAGAFTRA.org  
Associated Actors & Artistes of America / AFL-CIO