

Good Morning, my name is Stephen Campanella. I'm a life long resident of Ohio and I reside in city of Brunswick in Median county. I'm here today as a both concern citizen and member of the television and motion picture industry here in Ohio.

- Film & TV is my third career, beginning full time in 1997 at Beachwood Studios in Cleveland as the Director of Business Development. I had the pleasure of helping to bring to Beachwood national programming for both HGTV and PBS. We produced 65 hours of series television a year, which equates to 130 half hour episodes of television. I'm currently a Producers Council Member of the Producers Guild of America a membership position I've held since 2001.
- I'm home grown; my entire career has been based here in Ohio.
- In 2009 I was hired locally as a production coordinator on the film FREERUNNER, primarily to manage the new Ohio incentive for the film. The program was so new I believe we we're the second film to actually present our completed backup documentation to the state. We also helped the State work through the process for the compliance audit with our compliance auditor John Herman, CPA of Lou Ray and Associates a local hire from my hometown of Brunswick. Because of his experience with State construction compliance audits, I believe this became the model for how these audits are completed today.
- At that time it was my desire to learn how the incentive worked because I had promise my wife back in 1997 we wouldn't have to move our family out of Ohio in order for me to work in this industry.
- Since that time I've been involved in 14 Ohio Incentive Rebated films in and more than 20 features in a management role working directly with producers. As one of the first hires on a film project I'm in a unique position to tell you first hand that a film incentive is the first consideration to determine where a production will film. Second is the crew base (the people), third is visual look of locations followed by the support services and other local business resources.
- My role influences producer's decision to come to Ohio, facilitate local Ohio hires and directs productions to Ohio business resources.
- Once here producers look to maximize their Ohio spend, which keeps Dollars here in our great the State.
- Since I'm involved with managing the budget I see first hand how the money flows into Ohio.
- Making movies is the manufacturing of a product where the raw materials are people (craft labor) instead of iron ore, chemicals or plastic and people driven services instead of machines.
- The reason movies resonate with us is because they are traditionally stories about people though fictional, that remind us of who we are, what we might be, good or bad.
- People make movies, people are needed in movies and all the things people use are purchased or rented locally in the manufacturing of this product about people we call film

- I don't need to review the economic reports or show you the reality of the economic benefits of outside money flow into our state. You have the reports and you know how successful these incentives are to the state and local communities and working citizens.
- Besides the economic benefits to Ohio labors, businesses and communities these reports show a Return on invest including increased Sales Tax , Local and State income taxes.
- But then there unreported benefits:

Clayton Weller the Mayor of Sugarcreek where we film (3) three small made for TV movies. Told me Tuesday in an email:

“I would like to thank you for bringing your movies to Sugarcreek. The excitement from our residents and business owners was tremendous. For a small rural town in Ohio this brought a lot of tourist along with people from around our area to explore the town. We hosted 2 showings of these movies, ... many locals and tourists attending these showings. These small films put the spotlight on our little town and for that we are very grateful.

When the movies aired nationally Mayor Weller told me that people from around the country made their way to visit Sugarcreek, Ohio for them selves.

Also on Tuesday Dee Grossman, Executive Director of the Tuscarawas County Convention and Visitor Bureau shared an Email with me.

- Referring to three Analysis on Economic Impact of the Film in Ohio with a better than 2:1 return on Investment, Dee go on to say:

“But that is only part of the economic impact story. In October of 2018, 125 members of the Old Fashioned Fan Club travelled to Tuscarawas County to once again experience the places and people featured in the movie—this was their third such visit. They filled the movie theater, took up 20% of our hotel rooms (average spend \$185 per night) and they ate in our restaurants (\$55). This is a one weekend impact of over \$35,000”

- An again she said this was their third visit, do the math

Old Fashioned was a movie Filmed in 2013 and Released in 2015 with an Ohio rebate of just under \$100,000.00 and it's still providing economic benefits to an Ohio community.

These examples are small films

As we all know larger films increase the benefits to Ohio

Dee continued:

Don't be like other states that have eliminated the tax credits---keep the film rolling—it's especially important in Tuscarawas County and Appalachian Ohio.

- The Bottom Line - NO INCENTIVE – There is No industry, as we've all seen happen in other states
 - No Incentive - Ohio Craft personnel will leave the state causing Ohio to losing tax revenue and with families leaving, we risk losing (2) two tax payers
 - With an aging Population we cannot afford to Lose our youth population
 - There is a reason nationwide college, universities and vocational institutions are creating film and media programs. We seen this in our own state.
 - Why would we not support an industry that our future income earners are eager to join
 - If anything you should be debating over increasing the incentive to expand a growth industry that fosters population retention of these income earners.
 - Today most media is consumed via a devise – Good or bad it's the reality of the present and future
 - I believe you are elected representatives, you have created and used media in your campaigns and understand it's importance
 - Let's keep the momentum moving forward on a decade of progress
 - Ohio cannot afford to loose a growing industry, the state's future depends on your decisions on matters like this
 - Please, do not forget our people, Ohio citizens are this states greatest resource and this Incentive is working and all the research back that up.
 - This is a People, Labor intense, job creating Industry. Our future rests on your decision to keep and expand the Ohio Motion Picture
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- Thank you for your time

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