



Feb. 23, 2013

Chair Read, members of the committee,

My name is Gretchen Miller and I am a partner at HIVE-FX. We specialize in visual effects and animation. Our story is simple. We started roughly 5 years ago and have managed to get by with an average of 10-15 employees with mostly local projects.

When GRIMM came along it changed everything. It took us from a regional company to a company that can attract national work. Because of GRIMM we were able to hire an additional 15 employees while spending roughly \$50,000 in computers and software. Our labor costs for 2012 exceeded 1.2 million dollars and our gross revenue has doubled from 2010.

Because of GRIMM we have a reel that can be used to sell our services to companies around the world. An example of such is a project that came to us from Russia. They saw our work on GRIMM and contacted us to supervise the visual effects for a film involving creatures that morph. Although the movie was shot in Oklahoma, they are choosing to come to us for the visual effects because of our work on GRIMM.

Furthermore, I would like to mention the local talent that we've been able to train. Many of our new hires have come from the Art Institute. Some of which were quite green but showed a lot of raw talent and an incredible will to learn. I am very proud of our crew and of the skills they have acquired because of the opportunities GRIMM has provided. Because of these skills sets our employees will be able to remain competitive in a very challenging field.

My hope is that because of the film incentives and the work that we've done for GRIMM - is that FILMS will start to take their VFX here as well. Please help us make that happen!

Thank you very much.