

Senate Finance and Revenue
900 Court Street NE
Salem, OR 97301

January 26, 2021

Dear Senate Finance and Revenue Committee,

I'm writing to urge you to **vote YES on SB43** pertaining to labor rebates and tax credits for media production. This is an essential component to keeping this industry here in our state.

I am a Klamath Falls Oregon native and twenty-year film production industry executive in the areas of producing, screenwriting, and distribution. From my early days in the theatre in Oregon, I developed a love of storytelling that led me to a lifelong career in the industry. As we moved passed the golden era of independent film in the 1990's, studios have resumed greater influence and control of the film industry, and have eliminated old protections that once prevented them from having control over the industry from production through distribution. With vertical integration by studios and closure of longtime production/post/distribution companies (especially after 2008), film production has left Hollywood in search of better opportunities and lower production costs. This has forced filmmakers to look well beyond Hollywood for assistance with producing motion picture and television programs. Traditional film finance still consists of equity, pre-sales, and state incentives to fund new productions. Filmmakers therefore take their productions to states that offer the greatest assistance by way of film production incentive programs, some states offering upwards of 25-40% rebates on production spends. Without incentive money, independent producers cannot raise the necessary funds to bring their films to life. Studios have also since followed suit. This has brought thousands of jobs where state incentives exist.

This means that, not just states, but entire countries have upped their highly competitive incentive program games to attract new productions. The reason is simple. Production creates jobs. Good paying union jobs that provide economic security for thousands of people across our industry. These jobs extend to such areas as catering, hospitality, construction, health care, education, music, choreography, background casting and locations, production services, post production, and more. It extends to commercials, animation, and live action productions. These jobs dramatically improve the quality of life of the workforce through better wages and skilled work while bringing in millions of dollars to the state through local production spending. We need far more productions in Oregon to reap these rewards.

I brought a film production to Oregon in 2009 in Brownsville, Forest Grove, and Newberg. I've tried for the past five years to bring additional productions home, but have ultimately had to take productions farther away to places like New Mexico, Louisiana, Michigan, Georgia, and even abroad to Thailand and the UK where production costs are lower and incentive money is greater. This pains me knowing that Oregon can provide every essential service, even for major studio productions, great locations from the ocean and mountains to the desert, and a tremendously hard working and talented workforce.

It is imperative, now at a time when we have lost so much due to CoVid, civil unrest, and a struggling economy, that we rebuild our cities and state with strong, lasting, and good paying jobs as well as provide training and inclusivity within the workforce to ensure that we have sustainable jobs to help secure our economic future. Film production provides these jobs and numerous states have reaped the benefits of growing their production funds for this purpose. Oregon should not only extend the critically important film incentive program for another six years, we should be looking to how we can increase the amount allocated to the program and increase the production spend percentages to become more competitive with states with larger programs. Those increases will bring more production, and therefore more jobs and money to the state at a time when we need it most.

For all of these reasons, I urge you to please **vote YES on SB43** to extend these critical programs for our local production industry. It supports not just my livelihood, but that of my family, friends, and community. We have much to be proud of, and this program is essential to securing jobs across numerous industries. Please extend our vital program and help keep film production jobs in Oregon.

Very best regards,

Lisa Gabriel
Producer/VP Postproduction and Worldwide Delivery Services
Reel Deal Productions/MSR Media
Klamath Falls, OR