### Florida Office of Film and Entertainment Fiscal Year 2016-2017 Annual Report

Strategic Business Development Florida Department of Economic Opportunity

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#### I. Florida Office of Film and Entertainment Overview

#### A. Background

The Florida Office of Film and Entertainment (OFE) was created in 1999 as the state's official economic development mechanism for the development and expansion of the motion picture and entertainment industry sectors. It was housed in the Executive Office of the Governor until 2011, when OFE was repositioned into the Florida Department of Economic Opportunity (DEO).

OFE attracts and promotes film, television and digital media production in Florida. OFE staff members facilitate access to filming locations, serve as liaisons between the industry and government entities, administer programs and market the state as a world-class production center.

#### B. 2016 Statewide Film and Entertainment Industry Employment Data

According to calendar year 2016 data provided by DEO's Bureau of Labor Market Statistics:

- There were 4,377 established businesses in Florida's film and entertainment industry employing 26,512 individuals.
- The total wages paid to Floridians in the film and entertainment industry was \$2,090,901,752.
- The average annual wage for the Florida film and entertainment industry was \$78,866, exceeding the state's annual average wage for all industries of \$47,060 by 67.6 percent.
- The largest sector of the film and entertainment industry was television broadcasting, with 8,976 Floridians employed.



Table 1: Florida Film and Entertainment Industry 2016 Annual Average Wage Data

Source: Florida Department of Economic Opportunity, Bureau of Labor Market Statistics.

#### C. OFE Reporting Requirements

Pursuant to s. 288.1254(10), Fla. Stat., each November 1, OFE shall submit an annual report for the previous fiscal year outlining the Entertainment Industry Financial Incentive Program's return on investment (ROI) and economic benefits to the state. The report must also include an estimate of the full-time equivalent (FTE) jobs created by each production awarded tax credits and information relating to the distribution of productions receiving tax credits by geographic region and production type. Additionally, the report must include the OFE Travel Expenditures Annual Report required under s. 288.1253(3), Fla. Stat., and information describing the relationship between recipients of both the Entertainment Industry Sales Tax Exemption Program and the Entertainment Industry Financial Incentive Program required under s. 288.1258(5), Fla. Stat.

## II. Florida Entertainment Industry Financial Incentive Program - Fiscal Year 2016-2017 Report

#### A. Program Background

The Florida Entertainment Industry Financial Incentive Program was created to encourage the use of Florida as a site for filming, for the digital production of films and to develop and sustain the workforce and infrastructure for film, digital media and entertainment production in the state. This program is administered by OFE.

The Financial Incentive Program began on July 1, 2010 and sunset on June 30, 2016. The Florida Legislature allocated \$242 million in tax credits for the program in 2010, and an additional \$12 million in 2011. Effective March 2012, the Legislature allocated an additional \$42 million in tax credits, for a program total of \$296 million.

Section 288.1254(4)(a), Fla. Stat., required OFE to qualify projects on a first-come, first-served basis. Once a project was qualified, it was then certified based on its anticipated Florida expenditures. Qualified expenditures include payments to Florida vendors for products and services as well as wages paid to Floridians working on the production. Non-resident wages and purchases from non-Florida based companies do not qualify for the program.

The OFE awards tax credits to a certified production company upon completion and verification of its project. As a basis for the award, OFE reviews an audit performed by a third-party Florida Certified Public Accountant for each project. The final tax credit awards are calculated as a percentage (20 percent-30 percent) of each certified project's final qualified Florida expenditures. The award cannot exceed \$8 million in total tax credits per project. Pursuant to s. 288.1254(11)(a), Fla. Stat., OFE has authority to award tax credits until July 1, 2021.

#### B. Projected Aggregate Program Performance Summary

Between July 1, 2010 and June 30, 2016, DEO certified 300 productions for tax credits with projected Florida expenditures of approximately \$1.26 billion. More than \$751 million in wages are associated with the 300 productions, creating an estimated 110,214 Florida jobs.

The production types certified include:

- 53 motion pictures (e.g., theatrical, made for television, direct to video, documentaries)
- 53 digital media productions (e.g., video games, web series, interactive websites)
- 142 television productions (e.g., television series, television pilots, telenovelas, award shows)
- 52 commercials

*Refer to Appendix 1: 2010-2017 Entertainment Industry Financial Incentive Program Summary for details.* 

#### C. Fiscal Year 2016-2017 Projected Annual Performance Summary

- 28 certified projects completed production, provided OFE with their audits, or were awarded tax credits in fiscal year 2016-2017:
  - 20 projects were awarded tax credits.
  - 2 projects were pending OFE audit review.
  - $\circ~$  6 projects completed production in Florida, but have not submitted their CPA report to OFE for review.
- Projected outcomes for the 28 projects listed above include:
  - o 10,253 Florida jobs.
  - \$144,838,156 in wages associated with those jobs.
  - \$237,588,174 in Florida qualified expenditures.
  - 29,975 Florida lodging/hotel room nights.
  - 4,255 Florida production days.

*Refer to Appendix 2: Entertainment Industry Financial Incentive Fiscal Year 2016-2017 Data for details.* 

#### D. Regional Breakdown

The 28 projects included in the Annual Performance Summary above are listed by region in Appendix 3: Entertainment Industry Financial Incentive Fiscal Year 2016-2017 Regional Map.

As shown in Appendix 3, the greatest amount of production activity occurred in the southeast and central east regions of the state. The southeast region had the largest percentage of production activity (71 percent), projecting 8,222 Florida jobs and more than \$95 million in wages. This is followed by the central east region with 25 percent of the production activity, projecting 2,015 Florida jobs and more than \$49 million in wages.

#### E. Return on Investment (ROI)

Pursuant to s. 288.0001, Fla. Stat., the Entertainment Industry Financial Incentive Program was evaluated by the Office of Economic and Demographic Research (EDR) to determine the economic benefits of the Financial Incentive Program during fiscal years 2010-11, 2011-12 and 2012-13. The analysis evaluated the number of jobs created, the increase or decrease in personal income, and the impact on state gross domestic product (GDP) from the direct, indirect and induced effects of the state's investment in the Financial Incentive Program. The evaluations were completed in January 2015.

EDR determined the Entertainment Industry Financial Incentive Program has an ROI of 0.43. This ROI estimate was determined by calculating the tax revenues that resulted from the activity associated with the film and digital media projects that were awarded tax credits, within the three-year window of the analysis. A return of less than 1 means that the tax revenue generated by the project activity was insufficient to cover the cost of the credits awarded.

The full report is available on EDR's website, <u>www.edr.state.fl.us</u>.

#### F. Full-Time Equivalent Data

Due to the unique characteristics of the film and entertainment industry, individuals working on productions are not counted in the traditional FTE format. In some instances, hourly employment data for individual employees are not assembled by a production, and therefore are not available for reporting to OFE.

Of the 20 projects awarded tax credits in fiscal year 2016-2017, 19 of them provided OFE with hourly employment data equaling 5,235,372 total hours. If 1,820 hours equals one FTE employee (35 hours a week x 52 weeks a year), then the productions that were awarded tax credits in fiscal year 2016-2017 employed approximately 2,877 FTEs that year.

#### III. Florida Entertainment Industry Sales Tax Exemption - Fiscal Year 2016-2017 Report

#### A. Program Background

Pursuant to s. 288.1258, Fla. Stat., effective January 1, 2001, any qualified production company engaged in Florida in the production of motion pictures, made for television motion pictures, television series, commercial advertising, music videos or sound recordings may be eligible for a sales and use tax exemption on the purchase or lease of certain items used exclusively as an integral part of their production activities in Florida. Examples of tax exempt items include: production equipment, real property, props, wardrobe, set design and construction.

In order to be exempt from Florida sales tax at the point of sale, the production company must apply for a certificate of exemption for presentation to a registered Florida vendor when making purchases or rentals of qualified expenditures. The application for the Entertainment Industry Sales Tax Exemption is available at <u>filminflorida.com</u>. Each application is reviewed by OFE. Once qualification is determined by OFE, the Florida Department of Revenue issues the applicant a certificate of exemption.

#### **B.** Annual Performance

OFE approved 848 applications for the Sales Tax Exemption during Fiscal Year 2016-2017, resulting in an estimated 33,724 Florida jobs and \$1.06 billion in Florida expenditures. Table 2 below provides an overview of the data collected from those applications. Note: Sales Tax Exemption data are self-reported at the time of application, and therefore only represent estimates.

Fiscal Year 2016-2017	Totals
Total Production Expenditures	\$1,061,184,228
Total Amount of Tax Exempted Based on Florida's General State Sales and Use Tax Rate of 6%	\$16,309,925
Out-of-State Applicants	295
In-State Applicants	553
Total Applicants	848
Full-Time Jobs Created	7,341
Freelance Jobs Created	26,383
Total Jobs Created	33,724

Table 2: Entertainment Industry Sales Tax Exemption FY 2016-2017 Estimated Performance

Refer to Appendix 4: Florida Entertainment Industry Sales Tax Exemption Fiscal Year 2016-2017 Annual Report for a detailed summary of the applications for the fiscal year by quarter, including production types, origins, anticipated locations of productions and estimated Florida expenditures by category.

#### C. Annual Growth

Section 288.1258(5), Fla. Stat., directs OFE to demonstrate the annual growth in Florida-based film and entertainment industry employment, wages and businesses. Table 3 provides a comparison of annual data since the Sales Tax Exemption Program began in 2001.

The number of applicants, estimated Florida jobs and estimated Florida expenditures have increased significantly since the program's inception.

Fiscal Year	Number of Applicants	Estimated Florida Jobs	Estimated Florida Tax Exempt Expenditures	Estimated Tax Exempted Based on Florida's 6% Tax Rate	*Estimated Total Florida Expenditures
2000/2001	227	4,877	\$42,323,250	\$2,539,395	\$148,593,718
2001/2002	463	17,424	\$125,938,900	\$7,556,334	\$433,372,673
2002/2003	621	25,854	\$179,947,183	\$10,796,831	\$645,025,051
2003/2004	624	20,154	\$229,480,233	\$13,768,814	\$721,914,295
2004/2005	705	29,116	\$197,786,517	\$11,867,191	\$705,255,688
2005/2006	762	31,189	\$178,059,683	\$10,683,581	\$655,792,268
2006/2007	809	27,338	\$212,030,567	\$12,721,834	\$719,035,205
2007/2008	841	56,476	\$239,830,900	\$14,389,854	\$816,462,452
2008/2009	762	33,353	\$233,967,350	\$14,038,041	\$780,849,043
2009/2010	824	42,844	\$207,547,367	\$12,452,842	\$760,722,482
2010/2011	871	43,817	\$256,086,033	\$15,365,162	\$1,010,404,652
2011/2012	815	48,137	\$244,285,867	\$14,657,152	\$1,015,136,941
2012/2013	857	56,141	\$243,579,533	\$14,614,772	\$1,104,213,354
2013/2014	833	66,718	\$256,846,650	\$15,410,799	\$1,106,641,698
2014/2015	823	51,543	\$293,477,050	\$17,608,623	\$1,150,226,231
2015/2016	836	38,082	\$307,007,000	\$18,420,420	\$1,143,739,614
2016/2017	848	33,724	\$271,832,080	\$16,309,925	\$1,061,184,228

Table 3: Entertainment Industry	/ Sales Tay	Exemption	Fiscal Year (	omnarison	FY 2001-2017
Table 5. Littertainment muusti	y Jaies Taz	степрион		Joinpanson	112001-2017

\* Includes exempt and non-exempt expenditures

#### D. Relationship of Tax Exemptions and Incentives to Industry Growth

Section 288.1258(5), Fla. Stat., also requires the analysis of annual data from the Entertainment Industry Sales Tax Exemption Program combined with annual data obtained from the Entertainment Industry Financial Incentive Program (s. 288.1254, Fla. Stat.). The intended goal of the analysis is to provide a comparison of the state's overall investment in attracting and growing the entertainment industry, to the actual expenditures of productions participating in both programs.

During Fiscal Year 2016-2017, 20 productions were awarded tax credits under the Entertainment Industry Financial Incentive Program. Of the 20 productions awarded tax credits, 6 were not eligible for the Sales Tax Exemption because they were digital media projects or video games, which do not qualify for the program. In addition, 11 productions were eligible for certificates of Sales Tax Exemption covering a twelve-month period, and therefore, the expenditures included on the application were not limited to the project receiving the Financial Incentive.

According to the analysis, productions receiving the Financial Incentive and Sales Tax Exemption expended \$3.84 for each \$1.00 of investment from the state from a combination of both incentive programs.

The validity of the formula is compromised by a number of key factors:

- The Sales Tax Exemption Program data are estimated by the recipients at the time of application and are not verified expenditures.
- The Financial Incentive Program data are based on an independent audit and actual documentation provided to OFE by the certified production upon completion of each project (verified expenditures).
- Florida-based production companies are eligible for a twelve-month certificate of exemption and must provide estimated expenditures for twelve months at the time of application (expenditures are not limited to the project receiving the Financial Incentive).
- The analysis is not limited to expenditure data from production companies induced to make purchases in Florida because of the Sales Tax Exemption (but-for assumption).

*Refer to Appendix 5: Relationship of Tax Exemptions and Incentives to Industry Growth Fiscal Year 2016-2017 for details.* 

## IV. Florida Office of Film and Entertainment Travel Expenditures - Fiscal Year 2016-2017 Report

Pursuant to s. 288.1253(3), Fla. Stat., OFE must provide a summary of all travel and entertainment expenses incurred during any given fiscal year.

Pursuant to s. 288.1251(2)(a)4., Fla. Stat., OFE shall, "Represent the state's indigenous entertainment industry to key decision makers within the national and international entertainment industry, and to state and local officials." Additionally, pursuant to s. 288.1251(2)(a)6., Fla. Stat., OFE shall, "Identify, solicit, and recruit entertainment production opportunities for the state." Inherent in these statutory requirements is the need to attend key industry trade shows, events, meetings and film festivals in the United States and internationally. OFE has been diligent in developing a focused strategy to target key industry decision makers while limiting travel to the most mission critical activities.

Table 4 represents the travel costs incurred by OFE during the fiscal year. OFE spent \$8,062.38 on travel, and \$0 on entertainment expenses during fiscal year 2016-2017.

Traveler	Travel Dates	Event/Destination	Purpose	Amount	Entertainment Expenditures
State Film Commissioner, Niki Welge	9/7/16- 9/9/16	Florida Governor's Conference on Tourism 2016 in Orlando, FL	Represented State/OFE; Business Development; Meetings	\$1,381.72	None
	12/7/16- 12/9/16	Film Florida Quarterly Meeting 2016, WIFT Event in Orlando, FL	Represented State/OFE; Business Development; Meetings	\$754.23	None
	5/22/17- 5/24/17	Film Florida Annual Meeting 2017 in Destin, FL	Represented State/OFE; Business Development; Meetings	\$652.42	None
	6/11/17- 6/14/17	eMerge Americas Conference in Miami, FL	Monitor Contract/Represented State/OFE; Business Development	\$1,350.39	None
				\$4,138.76	
Production Manager, Susan Simms	9/7/16- 9/13/16	Toronto International Film Festival In Toronto, Canada	Represented State/OFE; Business Development; Meetings	\$2,394.13	None
	4/6/17- 4/10/17	AFCI Locations Expo in Burbank, CA	Represented State/OFE; Business Development; Meetings	\$176.41	None

#### Table 4: Office of Film and Entertainment Annual Travel Expenditures Data - Fiscal Year 2016-2017

	5/21/17- 5/24/17	Film Florida Annual Meeting 2017 in Destin, FL	Represented State/OFE; Business Development; Meetings	\$138.78	None
	07/01/16- 06/30/17	Local Mileage	Represented State/OFE; Business Development; Meetings	\$1,119.54	None
				\$3,828.86	
Production Coordinator, Donyelle Marshall	1/17/17- 1/20/17	NATPE in Miami, FL	Represented State/OFE; Business Development; Meetings	\$94.76	None
TOTAL				\$8,062.38	

### APPENDIX 1: 2010-2017 ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE PROGRAM SUMMARY

July 1, 2010 - June 30, 2017

<u>REGIONAL SUMMARY</u>	<u>PROJECTS</u>	<u>%</u>	<u>PROJECTED</u> FLORIDA WAGES	<u>%</u>	PROJECTED FLORIDA JOBS <u>CREATED</u>	<u>%</u>	PROJECTED ROOM NIGHTS	<u>%</u>	_	ALIFIED FLORIDA XPENDITURES	<u>%</u>		TAL TAX CREDITS TIFIED/AWARDED	<u>%</u>
CENTRAL EAST REGION	78	26.00%	\$ 214,800,260	28.58%	14,906	13.52%	11,124	5.24%	\$	295,058,143	23.46%	\$	75,778,973	26.29%
BREVARD LAKE ORANGE SEMINOLE ST LUCIE VOLUSIA														
CENTRAL WEST REGION	26	8.67%	\$ 27,842,645	3.70%	6,958	6.31%	33,167	15.61%	\$	53,844,269	4.28%	\$	14,466,222	5.02%
HERNANDO HILLSBOROUGH PINELLAS POLK MANATEE SARASOTA														
NORTH REGION	9	3.00%	\$ 4,417,266	0.59%	624	0.57%	1,513	0.71%	\$	5,750,916	0.46%	\$	1,229,710	0.43%
ALACHUA BAY DUVAL ESCAMBIA LEON LEVY														
SOUTHEAST REGION	187	62.33%	\$ 504,463,347	67.13%	87,726	79.60%	166,626	78.44%	\$	902,977,014	71.80%	\$	196,812,564	68.27%
MIAMI-DADE BROWARD PALM BEACH MONROE														
SOUTHWEST REGION	0	0.00%	\$-	0.00%	0	0.00%	0	0.00%	\$	-	0.00%	\$	-	0.00%
Totals	300	100%	\$ 751,523,518	100%	110,214	100%	212,430	100%	\$	1,257,630,342	100%	\$	288,287,469	100%
Totals	300	100%	\$ 751,523,518	100%	110,214	100%	212,430	100%	\$	1,257,630,342	100%	\$	288,287,469	100%
Totals           PROJECT TYPE SUMMARY	300	100%	\$ 751,523,518	100%	110,214	100%	212,430	100%	\$	1,257,630,342	100%	\$	288,287,469	100%
	<b>300</b> 43	<b>100%</b> 14.33%	<b>\$ 751,523,518</b> \$ 64,474,601	<b>100%</b> 8.58%	<b>110,214</b> 16,884	<b>100%</b> 15.32%	<b>212,430</b> 72,989	<b>100%</b> 34.36%	<b>\$</b> \$	<b>1,257,630,342</b> 132,588,655	<b>100%</b> 10.54%	<b>\$</b> \$		<b>100%</b> 11.51%
PROJECT TYPE SUMMARY														
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE	43	14.33%	\$ 64,474,601	8.58%	16,884	15.32%	72,989	34.36%	\$	132,588,655	10.54%	Ş	33,176,273	11.51%
<u>PROJECT TYPE SUMMARY</u> THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE	43 1	14.33% 0.33%	\$ 64,474,601 \$ 346,800	8.58% 0.05%	16,884 185	15.32% 0.17%	72,989 35	34.36% 0.02%	\$ \$	132,588,655 697,328	10.54% 0.06%	\$ \$	33,176,273 139,465	11.51% 0.05%
<u>PROJECT TYPE SUMMARY</u> THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE	43 1 3	14.33% 0.33% 1.00%	\$ 64,474,601 \$ 346,800 \$ 3,700,170	8.58% 0.05% 0.49%	16,884 185 795	15.32% 0.17% 0.72%	72,989 35 3,764	34.36% 0.02% 1.77%	\$ \$ \$	132,588,655 697,328 7,105,868	10.54% 0.06% 0.57%	\$ \$ \$	33,176,273 139,465 1,583,009	11.51% 0.05% 0.55%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM	43 1 3 6	14.33% 0.33% 1.00% 2.00%	\$ 64,474,601 \$ 346,800 \$ 3,700,170 \$ 1,233,112	8.58% 0.05% 0.49% 0.16%	16,884 185 795 189	15.32% 0.17% 0.72% 0.17%	72,989 35 3,764 32	34.36% 0.02% 1.77% 0.02%	\$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840	10.54% 0.06% 0.57% 0.12%	\$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711	11.51% 0.05% 0.55% 0.11%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME	43 1 3 6 25	14.33% 0.33% 1.00% 2.00% 8.33%	\$ 64,474,601 \$ 346,800 \$ 3,700,170 \$ 1,233,112 \$ 180,951,484	8.58% 0.05% 0.49% 0.16% 24.08%	16,884 185 795 189 6,172	15.32% 0.17% 0.72% 0.17% 5.60%	72,989 35 3,764 32 1,227	34.36% 0.02% 1.77% 0.02% 0.58%	\$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382	10.54% 0.06% 0.57% 0.12% 18.69%	\$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890	11.51% 0.05% 0.55% 0.11% 21.59%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT	43 1 3 6 25 26	14.33% 0.33% 1.00% 2.00% 8.33% 8.67%	\$ 64,474,601 \$ 346,800 \$ 3,700,170 \$ 1,233,112 \$ 180,951,484 \$ 10,146,464	8.58% 0.05% 0.49% 0.16% 24.08% 1.35%	16,884 185 795 189 6,172 435	15.32% 0.17% 0.72% 0.17% 5.60% 0.39%	72,989 35 3,764 32 1,227 116	34.36% 0.02% 1.77% 0.02% 0.58% 0.05%	\$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782	10.54% 0.06% 0.57% 0.12% 18.69% 0.95%	\$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405	11.51% 0.05% 0.55% 0.11% 21.59% 0.81%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT INTERACTIVE WEBSITE	43 1 3 6 25 26 2 2	14.33% 0.33% 1.00% 2.00% 8.33% 8.67% 0.67%	\$ 64,474,601 \$ 346,800 \$ 3,700,170 \$ 1,233,112 \$ 180,951,484 \$ 10,146,464 \$ 9,153,847	8.58% 0.05% 0.49% 0.16% 24.08% 1.35% 1.22% 2.44%	16,884 185 795 189 6,172 435 157	15.32% 0.17% 0.72% 0.17% 5.60% 0.39% 0.14%	72,989 35 3,764 32 1,227 116 0	34.36% 0.02% 1.77% 0.02% 0.58% 0.05% 0.00%	\$ \$ \$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782 16,772,059	10.54% 0.06% 0.57% 0.12% 18.69% 0.95% 1.33% 3.04%	\$ \$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405 4,193,015 7,487,041	11.51% 0.05% 0.55% 0.11% 21.59% 0.81% 1.45%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT INTERACTIVE WEBSITE COMMERCIAL	43 1 3 6 25 26 2 2 2 52	14.33% 0.33% 1.00% 2.00% 8.33% 8.67% 0.67% 17.33%	\$ 64,474,601 \$ 346,800 \$ 3,700,170 \$ 1,233,112 \$ 180,951,484 \$ 10,146,464 \$ 9,153,847 \$ 18,334,773	8.58% 0.05% 0.49% 0.16% 24.08% 1.35% 1.22% 2.44%	16,884 185 795 189 6,172 435 157 11,164	15.32% 0.17% 0.72% 0.17% 5.60% 0.39% 0.14% 10.13%	72,989 35 3,764 32 1,227 116 0 6,704	34.36% 0.02% 1.77% 0.02% 0.58% 0.05% 0.00% 3.16%	\$ \$ \$ \$ \$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782 16,772,059 38,211,268	10.54% 0.06% 0.57% 0.12% 18.69% 0.95% 1.33% 3.04%	\$ \$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405 4,193,015 7,487,041 81,312,584	11.51% 0.05% 0.55% 0.11% 21.59% 0.81% 1.45% 2.60%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT INTERACTIVE WEBSITE COMMERCIAL TV SERIES - HIGH IMPACT	43 1 3 6 25 26 2 52 19	14.33% 0.33% 1.00% 2.00% 8.33% 8.67% 0.67% 17.33% 6.33%	<ul> <li>\$ 64,474,601</li> <li>\$ 346,800</li> <li>\$ 3,700,170</li> <li>\$ 1,233,112</li> <li>\$ 180,951,484</li> <li>\$ 10,146,464</li> <li>\$ 9,153,847</li> <li>\$ 18,334,773</li> <li>\$ 213,475,558</li> </ul>	8.58% 0.05% 0.49% 0.16% 24.08% 1.35% 1.22% 2.44% 28.41% 30.07%	16,884 185 795 189 6,172 435 157 11,164 42,593	15.32% 0.17% 0.72% 0.17% 5.60% 0.39% 0.14% 10.13% 38.65%	72,989 35 3,764 32 1,227 116 0 6,704 74,012	34.36% 0.02% 1.77% 0.02% 0.58% 0.05% 0.00% 3.16% 34.84% 19.69%	\$ \$ \$ \$ \$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782 16,772,059 38,211,268 365,619,852 389,460,837	10.54% 0.06% 0.57% 0.12% 18.69% 0.95% 1.33% 3.04% 29.07%	\$ \$ \$ \$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405 4,193,015 7,487,041 81,312,584	11.51% 0.05% 0.55% 0.11% 21.59% 0.81% 1.45% 2.60% 28.21% 29.37%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT INTERACTIVE WEBSITE COMMERCIAL TV SERIES - HIGH IMPACT	43 1 3 6 25 26 2 52 19 89	14.33% 0.33% 1.00% 2.00% 8.33% 8.67% 0.67% 17.33% 6.33% 29.67%	<ul> <li>\$ 64,474,601</li> <li>\$ 346,800</li> <li>\$ 3,700,170</li> <li>\$ 1,233,112</li> <li>\$ 180,951,484</li> <li>\$ 10,146,464</li> <li>\$ 9,153,847</li> <li>\$ 18,334,773</li> <li>\$ 213,475,558</li> <li>\$ 225,989,069</li> </ul>	8.58% 0.05% 0.49% 0.16% 24.08% 1.35% 1.22% 2.44% 28.41% 30.07%	16,884 185 795 189 6,172 435 157 11,164 42,593 22,538	15.32% 0.17% 0.72% 0.17% 5.60% 0.39% 0.14% 10.13% 38.65% 20.45%	72,989 35 3,764 32 1,227 116 0 6,704 74,012 41,825	34.36% 0.02% 1.77% 0.02% 0.58% 0.05% 0.00% 3.16% 34.84% 19.69%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782 16,772,059 38,211,268 365,619,852 389,460,837	10.54% 0.06% 0.57% 0.12% 18.69% 1.33% 3.04% 29.07% 30.97%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405 4,193,015 7,487,041 81,312,584 84,679,695	11.51% 0.05% 0.55% 0.11% 21.59% 0.81% 1.45% 2.60% 28.21% 29.37%
PROJECT TYPE SUMMARY THEATRICAL MOTION PICTURE MADE FOR TV MOTION PICTURE DIRECT TO VIDEO MOTION PICTURE DOCUMENTARY FILM VIDEO GAME DIGITAL MEDIA PROJECT INTERACTIVE WEBSITE COMMERCIAL TV SERIES - HIGH IMPACT TV SERIES - PILOT	43 1 3 6 25 26 2 52 19 89 9	14.33% 0.33% 1.00% 2.00% 8.33% 8.67% 0.67% 17.33% 6.33% 29.67% 3.00%	<ul> <li>\$ 64,474,601</li> <li>\$ 346,800</li> <li>\$ 3,700,170</li> <li>\$ 1,233,112</li> <li>\$ 180,951,484</li> <li>\$ 10,146,464</li> <li>\$ 9,153,847</li> <li>\$ 18,334,773</li> <li>\$ 213,475,558</li> <li>\$ 225,989,069</li> <li>\$ 13,512,440</li> </ul>	8.58% 0.05% 0.49% 0.16% 24.08% 1.35% 1.22% 2.44% 28.41% 30.07% 1.80% 0.06%	16,884 185 795 189 6,172 435 157 11,164 42,593 22,538 5,223	15.32% 0.17% 0.72% 0.17% 5.60% 0.39% 0.14% 10.13% 38.65% 20.45% 4.74%	72,989 35 3,764 32 1,227 116 0 6,704 74,012 41,825 2,984	34.36% 0.02% 1.77% 0.02% 0.58% 0.05% 0.00% 3.16% 34.84% 19.69% 1.40%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	132,588,655 697,328 7,105,868 1,562,840 235,056,382 11,963,782 16,772,059 38,211,268 365,619,852 389,460,837 22,911,848	10.54% 0.06% 0.57% 0.12% 18.69% 1.33% 3.04% 29.07% 30.97% 1.82%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	33,176,273 139,465 1,583,009 318,711 62,249,890 2,335,405 4,193,015 7,487,041 81,312,584 84,679,695 4,487,611	11.51% 0.05% 0.55% 0.11% 21.59% 0.81% 1.45% 2.60% 28.21% 29.37% 1.56%

PRODUCTION QUEUES	AUDITS IN-HOUSE:OUTSTANDING AUDITS:PROJECTED TAX CREDITPROJECTED TAX CREDITAWARDAWARD		<u> </u>	TAX CREDITS AWARDED			
GENERAL PRODUCTION QUEUE	\$ 2,498,453	2	\$ 9,138,632	4	\$	263,321,692	147
COMMERCIAL & MUSIC VIDEO QUEUE	\$ -	0	\$ 167,615	1	\$	7,319,426	51
INDEPENDENT & EMERGING MEDIA QUEUE	\$ -	0	\$ 64,472	1	\$	5,777,179	94
	\$ 2,498,453	2	\$ 9,370,719	6	\$	276,418,297	292

#### APPENDIX 2: ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE FISCAL YEAR 2016-2017 DATA

LOCATIONS	REGIONS	PROJECT TITLE	PROJECT TYPE	TOTAL ELIGIBLE FLORIDA WAGES	TOTAL QUALIFIED NON- WAGE FLORIDA EXPENDITURES	FLORIDA POSITIONS CREATED - CREW	FLORIDA POSITIONS CREATED - TALENT (CAST)	FLORIDA POSITIONS CREATED - EXTRAS/STAND- INS	TOTAL FLORIDA POSITIONS CREATED	ROOM NIGHTS	PRODUCTION DAYS	HOTEL/LODGING EXPENDITURES	QUALIFIED FLORIDA EXPENDITURES	FINAL TAX CREDIT AWARD
COMPLETED OFE FI	INAL REVIEW - 1	TAX CREDIT AWARDED												
MIAMI-DADE	SE	18 & OVER	TV SERIES - NON HIGH IMPACT	\$ 128,172	\$ 8,703	6	_	-	6	-	20	\$-	\$ 136,875	\$ 27,375
MIAMI-DADE	SE	BALLERS - SEASON 2	TV SERIES - HIGH IMPACT	\$ 10,766,725	\$ 9,982,337	448	79	2,132	2,659	4,240	61	\$ 420,000	\$ 20,749,062	\$ 4,149,812
MIAMI-DADE, MONROE	SE	BLOODLINE - SEASON 2	TV SERIES - HIGH IMPACT	\$ 13,888,201	\$ 7,615,394	656	105	890	1,651	9,106	90	\$ 285,143	\$ 21,503,595	\$ 5,375,899
MIAMI-DADE	SE	EL GORDO Y LA FLACA 2014	TV SERIES - NON HIGH IMPACT	\$ 4,797,911	\$ 3,956,257	184	5	-	189	1,938	251	\$ 387,680	\$ 8,754,168	\$ 1,375,436
BROWARD	SE	GATOR BOYS - SEASON 3	TV SERIES - NON HIGH IMPACT	\$ 444,732	\$ 201,204	113	-	-	113	150	72	\$ -	\$ 645,936	\$ 129,187
MIAMI-DADE	SE	GRACELAND - SEASON 3	TV SERIES - HIGH IMPACT	\$ 11,856,024	\$ 7,121,197	401	124	952	1,477	3,151	91	\$ 312,481	\$ 18,977,221	\$ 4,744,305
ORANGE	CE	HEARTBREAK	THEATRICAL MOTION PICTURE	\$ 98,989	\$ 52,218	127	28	35	190	28	26	\$ 2,150	\$ 151,207	\$ 37,802
MIAMI-DADE	SE	LA COCINA DE TALIA	TV SERIES - NON HIGH IMPACT	\$ 140,700		40	-	27	67	-	60		\$ 143,084	
MIAMI-DADE	SE	LOS PREMIOS BILLBOARD DE LA MUSICA LATINA 2014	TV AWARDS SHOW	\$ 303,170		175	-	-	175	859	1	\$ 195,693	\$ 2,453,736	
ORANGE	CE	MADDEN NFL 2014 GEN 4	VIDEO GAME	\$ 20,657,573	\$ 2,653,860	575	-	-	575	37	486	\$ 5,113	\$ 23,340,342	\$ 7,002,103
ORANGE	CE	MADDEN NFL 2016 GEN 3	VIDEO GAME	\$ 700,000	. , ,	227	-	-	227	-	303		\$ 707,309	\$ 210,000
ORANGE	CE	MADDEN NFL 2016 GEN 4	VIDEO GAME	\$ 14,810,917	-	373	-	-	373	-	303		\$ 18,112,896	\$ 5,433,869
PALM BEACH	SE	MICROGAMES FOR PEDIATRIC HEALTH BEHAVIORS	DIGITAL MEDIA PROJECT	\$ 261,768		13	-	-	13	-	710		\$ 286,562	\$ 57,312
MIAMI-DADE	SE	NUESTRA BELLEZA LATINA 2015	TV SERIES - NON HIGH IMPACT		· ,	255	5	-	260	3,633	78	· ·	\$ 9,170,282	-
ORANGE	CE	PGA GOLF TOUR 2016	VIDEO GAME	\$ 7,938,987		341	-	-	341		508		\$ 10,981,656	
MIAMI-DADE	SE	PREMIOS JUVENTUD 2014	TV AWARDS SHOW	\$ 1,527,133		197	-	-	197	1,211		\$ 242,207	\$ 3,604,776	\$ 501,020
MIAMI-DADE	SE	REINA DE CORAZONES	TV SERIES - NON HIGH IMPACT			341	16	-	357	-		\$ -	\$ 12,944,434	\$ 3,236,109
MIAMI-DADE	SE		TV SERIES - NON HIGH IMPACT	\$ 5,458,302	. , ,	229	22	-	251	2,037	52	\$ 407,394	\$ 11,520,817	\$ 2,497,555
MIAMI-DADE	SE	SAL Y PIMIENTA 2014	TV SERIES - NON HIGH IMPACT	. , ,	. , ,	177	5	-	182	2,692	52		\$ 7,815,371	\$ 706,402
MIAMI-DADE	SE		TV SERIES - NON HIGH IMPACT	. , ,	. , ,	375	29	-	404	-		\$ -	\$ 14,457,693	
COMPLETED OFE FI	INAL REVIEW - T	AX CREDITS AWARDED FOR ALL QUEUES		\$118,566,444		5,253	418	4,036	9,707	29,082	3,165	\$ 3,522,881		\$ 44,375,506
		20 TOTAL PROJECTS - VERIFIED DATA												
CPA AUDIT/REPOR	RT SUBMITTED -	OFE REVIEW IN PROGRESS												
MIAMI-DADE	SE	AIRPORT 24/7 MIAMI	TV SERIES - NON HIGH IMPACT	\$ 1,858,112	\$ 147,591	-	-	-	41	_	75	\$-	\$ 2,005,703	\$ 401,141
ORANGE	CE	GOLFCHANNEL.COM 2013		\$ 4,580,143		74	-	-	74	-	365			\$ 2,097,312
CPA AUDIT/REPOR	RT SUBMITTED -	OFE REVIEW IN PROGRESS	GRAND TOTALS	\$ 6,438,255	\$ 3,956,697	74	0	0	115	0	440	\$ -	\$ 10,394,952	\$ 2,498,453
-		2 TOTAL PROJECTS - UNVERIFIED DATA										-		
WRAPPED PRODUC	CTION - AWAITI	NG CPA AUDIT/FINAL REPORT												
MIAMI-DADE	SE	EL GORDO Y LA FLACA 2015	TV SERIES - NON HIGH IMPACT	\$ 6,007,413	\$ 1,627,863	-	-	-	53	120	251	\$ -	\$ 7,635,276	\$ 2,290,583
MIAMI-DADE	SE	MIRA QUIEN BAILA 2013	TV SERIES - NON HIGH IMPACT	. , ,	, ,	-	-	-	54	144			\$ 4,865,761	
MIAMI-DADE	SE	SABADO GIGANTE 2015	TV SERIES - NON HIGH IMPACT	. , ,	. , ,	-	-	-	52	400	52		\$ 23,386,702	
MIAMI-DADE	SE		TV SERIES - NON HIGH IMPACT			-	-	-	21	50			\$ 3,688,023	
ORANGE	CE	SHOOT COLLECTIVE - HP NASCAR/HENNESSY	COMMERCIAL	\$ 348,083		-	-	-	235	179			\$ 838,079	
ALACHUA	N	ZERO ENERGY AMERICA	DOCUMENTARY FILM	\$ 322,359	-				16	-	220		\$ 322,359	
	PRODUCTION - A	WAITING CPA AUDIT/FINAL REPORT		\$ 19,833,457	-	0	0	0		893		-		\$ 9,370,719
		6 TOTAL PROJECTS - UNVERIFIED DATA												
=														
									40.0-0					

GRAND TOTALS       28       \$ 144,838,156       \$ 97,948,555       5,327       418       4,036       10,253       29,975       4,255       \$ 3,522,881       \$ 237,588,174       \$ 56,244,678												
	GRAND TOTALS	28	\$ 144,838,156 \$	97,948,555	5,327	418	10,253	29,975	4,255 \$	3,522,881	\$ 237,588,174	\$ 56,244,678

# APPENDIX 3 - ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE FISCAL YEAR 2016-2017 REGIONAL MAP



Projects:	1
Projected Total FL Wages:	\$322,359
Projected Positions Created:	16
Projected Room Nights:	0
Qualified Florida Expenditures:	\$322,359
Tax Credits Certified/Awarded:	\$64,472

<b>CENTRAL WEST REGION</b>		
Projects:	0	
Projected Total FL Wages:	\$0	
Projected Positions Created:	0	
Projected Room Nights:	0	
Qualified Florida Expenditures:	\$0	
Tax Credits Certified/Awarded:	\$0	

Projects: Projected Total FL Wages: **Projected Positions Created:** Estimated Room Nights:

\$49,134,692 2,015 244 Qualified Florida Expenditures: \$62,520,738 Tax Credits Certified/Awarded: \$18,206,354

# 20 \$95,381,105 8,222 29,731 Qualified Florida Expenditures: \$174,745,077 Tax Credits Certified/Awarded: \$37,973,852

#### APPENDIX 4 – ENTERTAINMENT INDUSTRY SALES TAX EXEMPTION FISCAL YEAR 2016-2017 ANNUAL REPORT

First Quarter Estimates (07/01/2016 - 09/3	30/2016)		
OUT-OF-STATE PRODUCTION ENTITIES			
Category A: Non-Tax Exempt Expenditures			
Number of Approved Applicants	57		
Number of Full-Time Jobs Created	219		
Number of Freelance Jobs Created	1545		
1 Wages Paid	15,285,024.00		
2 Lodging	1,437,962.00		
3 Food	1,112,600.00		
4 Other Non-exempt	1,646,150.00		
Subtotal	19,481,736.00		
Category B: Requested Exempted Purchases			
1 Production Equipment	5,320,871.50		
2 Set Design and Construction	1,356,079.00		
3 Props and Wardrobe	787,450.00		
4 Real Property	1,434,380.00		
5 Other Exempt	2,349,552.00		
Subtotal	11,248,332.00		
Category C			
1 Estimated Production Expenditures	30,730,068.00		
2 Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	674,899.92		
Applicant Origin (Domestic)			
Arizona	1		
California	49		
Connecticut	2		
Georgia	2		
Louisiana			
Massachusetts			
Michigan Mine secto	1		
Minnesota Miccouri	2		
Missouri Nebraska	1		
New Jersey	3		

New York	28
Ohio	1
Oklahoma	1
Oregon	1
Pennsylvania	3
South Carolina	1
Texas	2
Virginia	1
Washington	2

	Applicant Origin	(International)				
Br	azil					1
Ca	inada					1
Uı	nited Kingdom					2
	Motion Picture					4
	Made-for-TV Motion Picture					1
	Television Series					7
	Music Video					3
	Commercial Advertising					40
	Sound Recording					1
	Post Production					0
	Other					4
	IN-STATE PRODUCTION ENTITIES					
	Category A: Non-Tax Exempt Expenditures					
			90-Day	12-Month		All
	Number of Approved Applicants		14	111		125
	Number of Full-Time Jobs Created		54	1,063	1	1,117
	Number of Freelance Jobs Created		173	2,974	3	3,147
1	Wages Paid	5,86	50,014.99	144,693,546.84	150,553,56	51.83
2	Lodging	1,78	85,433.15	7,777,105.95	9,562,53	39.10
3	Food	1,73	36,265.98	3,975,057.31	5,711,32	23.29
4	Other Non-Exempt	95	52,007.62	11,685,074.43	12,637,08	32.05
	Subtotal	10,33	33,721.74	168,130,784.53	178,464,50	06.27
	Category B: Requested Exempted Purchases					
1	Production Equipment	4,22	20,818.26	28,446,887.18	32,667,70	)5.44
2	Set Design and Construction	67	78,906.58	8,062,572.76	8,741,47	79.34

3	Props and Wardrobe	1,697,726.03	4,413,915.06	6,111,641.09
4	Real Property	2,519,249.15	9,152,594.22	11,671,843.37
5	Other Exempt	2,701,598.85	2,832,910.80	5,534,509.65
	Subtotal	11,818,299.00	52,908,880.00	64,727,179.00
1	Estimated Production Expenditures	22,152,021.00	221,039,665.00	243,191,685.00
	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%			3,883,630.74

Applicant Origin (By County	)
Alachua	1
Brevard	1
Broward	20
Clay	1
Miami-Dade	64
Duval	3
Escambia	1
Flagler	1
Hillsborough	5
Indian River	1
Lake	1
Lee	4
Martin	1
Monroe	3
Orange	27
Palm Beach	8
Pinellas	10
Seminole	3
Volusia	2

Production Days Per County (90-Day Applicants)	:
Alachua	1.0
Brevard	15.0
Broward	963.0
Columbia	1.0
Duval	75.0
Hillsborough	187.0
Lee	365.0
Levy	2.0
Manatee	2.0
Miami-Dade	2092.0

Monroe		
Orange	791.0	
Palm Beach	44.0	
Pasco	90.0	
Pinellas	34.0	
Polk		
Putnam		
Saint Johns		
Seminole		
Suwannee		
Volusia		
COMBINED TOTALS		
Total Estimated Production Expenditures	273,921,753.	
Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	4,558,530.6	

#### Second Quarter Estimates (10/01/2016 - 12/31/2016)

	OUT-OF-STATE PRODUCTION ENTITIES				
	Category A: Non-Tax Exempt Expenditures				
Number of Approved Applicants					
	Number of Full-Time Jobs Created	151			
	Number of Freelance Jobs Created	2526			
1	Wages Paid	17,162,957.00			
2	Lodging	1,792,225.67			
3	Food	1,341,905.00			
4	Other non-exempt	2,900,900.00			
	Subtotal	23,197,988.00			
	Category B: Requested Exempted Purchases				
1	Production Equipment	9,725,957.99			
2	Set Design and Construction	2,370,082.00			
3	Props and Wardrobe	1,024,500.00			
4	Real Property	1,692,400.00			
5	Other Exempt	143,050.00			
	Subtotal	14,955,990.00			
	Category C				
1	Estimated Production Expenditures	38,153,978.00			
2	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	897,359.40			

Applicant Origin (Domestic)				
Arizona				1
Ca	lifornia			30
Di	strict of Columbia			1
In	diana			1
	innesota			1
	ew York			20
	nio			1
-	klahoma			1
	regon			1
	ennsylvania			3
-	nnessee			2
	ixas			4
VI	rginia			2
	Angliagut Quizin (latamatiquel)			
	Applicant Origin (International)			
	inada			2
	Motion Picture			3
	Made-for-TV Motion Picture			1
	Television Series			9
	Music Video			1
	Commercial Advertising			37
	Sound Recording			2
	Post Production			0
	Other			15
	IN-STATE PRODUCTION ENTITIES			
	Category A: Non-Tax Exempt Expenditures			
		90-Day	12-Month	All
	Number of Approved Applicants	15	105	120
	Number of Full-Time Jobs Created	27	602	629
	Number of Freelance Jobs Created	218	4,544	4,762
1	Wages Paid	2,092,892.97	146,906,296.75	-
-	Lodging	113,699.92		7,260,175.92
-	Food	93,472.24		4,138,367.53
4	Other Non-Exempt	506,747.40		8,284,178.22
	Subtotal	-	165,875,098.86	

	Category B: Requested Exempted Purchases				
1	Production Equipment	386,562.57	29,019,895.86	29,	406,458.43
2	Set Design and Construction	111,147.47	7,419,945.45	7,531,092.92	
3	Props and Wardrobe	74,555.47	4,181,497.51	4,	256,052.98
4	Real Property	503,303.16	8,887,076.20	9,	390,379.36
5	Other Exempt	109,626.90	2,654,510.73	2,	764,137.63
	Subtotal	1,185,196.00	52,162,926.00	53,	348,122.00
1	Estimated Production Expenditures	3,992,009.00	218,038,025.00	222,	030,033.00
2	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%		·	3,	200,887.32
	Applicant Origin (By County)				
Br	oward				26
	ami-Dade				64
Dι	ival				7
Es	cambia				1
Hi	Isborough				6
La	ke				1
Le	e				1
Le	on				3
Manatee					1
Nassau					1
Orange					10
Osceola					1 17
Palm Beach					
	nellas				6
Po					2
	minole				1
	lusia It-of-State				2
μ					<u>+</u>
	Production Days Per County (90-Day Applicants)	).			
Br	oward	J.			45.0
	ival				22.0
Gadsden				16.0	
Highlands					2.0
	Isborough				43.0
Le	-				15.0
M	anatee				12.0
M	arion				10.0

Miami-Dade		
Monroe	45.0	
Orange	21.0	
Osceola	11.0	
Palm Beach	52.0	
Pasco	3.0	
Pinellas		
Saint Johns		
Seminole		
Volusia		
COMBINED TOTALS		
Total Estimated Production Expenditures	260,184,011.00	
Total Amount of Tax Exemption Based on Florida's General State Sales Use Tax Rate of 6%	& 4,098,246.72	

#### Third Quarter Estimates (01/01/2017 - 03/31/2017)

	OUT-OF-STATE PRODUCTION ENTITIES	
	Category A: Non-Tax Exempt Expenditures	
	Number of Approved Applicants	111
	Number of Full-Time Jobs Created	132
	Number of Freelance Jobs Created	4111
1	Wages Paid	29,239,747.17
2	Lodging	4,280,403.00
3	Food	2,655,908.00
4	Other non-exempt	6,804,135.40
	Subtotal	42,980,194.00
	Category B: Requested Exempted Purchases	
1	Production Equipment	10,092,497.40
2	Set Design and Construction	3,157,927.00
3	Props and Wardrobe	1,823,700.00
4	Real Property	3,068,946.00
5	Other Exempt	1,068,819.00
	Subtotal	19,211,889.00
	Category C	
1	Estimated Production Expenditures	62,192,083.00
2	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	1,152,713.34

	Applicant Origin (	Domestic)	
С	alifornia	32	
С	olorado	2	
D	elaware	1	
G	eorgia		
111	inois		
Ν	lichigan		
Ν	linnesota	<u></u>	
Ν	ew York	11	
Ν	orth Carolina		
P	ennsylvania		
-	exas		
W	/yoming		
_			
	Applicant Origin		
U	nited Kingdom	2	
	Motion Picture		
	Made-for-TV Motion Picture		
	Television Series		
	Music Video		
	Commercial Advertising		
	Sound Recording		
	Post Production		
	Other	19	
	IN-STATE PRODUCTION ENTITIES		
	Category A: Non-Tax Exempt Expenditures		
		90-Day 12-Month A	
	Number of Approved Applicants	12 145 15	
	Number of Full-Time Jobs Created	16 3,785 3,80	
	Number of Freelance Jobs Created	103 4,124 4,22	
1	Wages Paid	1,157,474.56 143,639,806.75 144,797,281.3	
2		130,201.59 7,106,486.84 7,236,688.43	
3		65,482.67 4,435,764.45 4,501,247.12	
4		59,592.53 7,599,082.10 7,658,674.63	
	Subtotal	1,412,751.35 162,781,140.14 164,193,891.49	
_	Category B: Requested Exempted Purchases		

1	Production Equipment	318,620.94	27,598,179.07	27,	916,800.01
2	Set Design and Construction	67,643.95	7,637,601.58	7,	705,245.53
3	Props and Wardrobe	75,694.35	4,002,588.73	4,	078,283.08
4	Real Property	346,074.51	8,522,879.44	8,	868,953.95
5	Other Exempt	107,309.57	2,382,947.90	2,	490,257.47
	Subtotal	915,343.00	50,144,197.00	51,	059,540.00
1	Estimated Production Expenditures	2,328,094.00	212,925,337.00	215,	253,431.00
2	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%			3,	063,572.40
	Applicant Origin (By County)				
	achua				1
	oward				23
С	ollier				1
Miami-Dade					53
Duval					3
Hillsborough					4
Lake					1
Manatee					2
Martin					1
Orange					14
Palm Beach					8
	nellas				8
	int Johns				1
	int Lucie				1
	minole				3
V	olusia				1
	Production Days Per County (90-Day Applicants)	:			
Ba	ker				50.0
Br	evard				30.0
Broward				102.0	
	ıval				4.0
	cambia				120.0
					365.0

Lee	365.0
Miami-Dade	1329.0
Monroe	85.0
Orange	41.0
Palm Beach	339.0
Pinellas	31.0

Pc	Polk		
Saint Johns			
Sarasota		1.0	
Seminole		4.0	
Vc	lusia	2.0	
	COMBINED TOTALS		
	Total Estimated Production Expenditures	277,445,514.00	
	Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	4,216,285.74	
	Fourth Quarter Estimates (04/01/2017 - 06	5/30/2017)	
	OUT OF STATE PRODUCTION ENTITIES		
	Category A: Non-Tax Exempt Expenditures		
	Number of Approved Applicants	70	
	Number of Full-Time Jobs Created	68	
	Number of Freelance Jobs Created	2140	
1	Wages Paid	8,393,804.00	
2	Lodging	1,115,525.96	
3	Food 592,538.0		
4	Other non-exempt	470,780.00	
	Subtotal	10,572,648.00	
	Category B: Requested Exempted Purchases		
1	Production Equipment	2,584,852.75	
2	Set Design and Construction	700,626.00	
3	Props and Wardrobe	442,900.00	
4	Real Property	857,750.00	
5	Other Exempt	152,090.00	
	Subtotal	4,738,219.00	
	Category C		
1	Estimated Production Expenditures	15,310,867.00	
2	Total Amount of Tax Exemption Based on Florida's General State Sales and Use Tax Rate of 6%	284,293.14	
	Applicant Origin (Domestic)		
Al	abama	1	
Ca	lifornia	25	
Colorado			
De	laware	1	

District of Columbia	1
Illinois	1
Michigan	1
Minnesota	2
Missouri	2
New Jersey	1
New York	16
North Carolina	1
Texas	1

	Applicant Origi	n (International)			
Ca	nada				1
Ne	ew Zealand				1
Uı	nited Kingdom				1
	Motion Picture				6
	Made-for-TV Motion Picture				2
	Television Series				2
	Music Video				
	Commercial Advertising				40
	Sound Recording				
	Post Production				1
	Other				8
	IN-STATE PRODUCTION ENTITIES				
	Category A: Non-Tax Exempt Expenditures		00 Davi	12 Marsth	
	Category A: Non-Tax Exempt Expenditures		90-Day	12-Month	
	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants		21	130	151
	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created		•		151
	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants		21	130	151 1,224
1	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created		21 75 275	130 1,149	151 1,224 3,925
1	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created		21 75 275	130 1,149 3,650 159,101,811.53	151 1,224 3,925 160,806,140.63
	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created Wages Paid		21 75 275 1,704,329.10	130 1,149 3,650 159,101,811.53 7,597,864.55	151 1,224 3,925 160,806,140.63 7,749,216.90
2	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created Wages Paid Lodging		21 75 275 1,704,329.10 151,352.35	130 1,149 3,650 159,101,811.53 7,597,864.55 4,649,365.44	7,749,216.90
2 3	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created Wages Paid Lodging Food		21 75 275 1,704,329.10 151,352.35 86,138.78 68,425.73	130 1,149 3,650 159,101,811.53 7,597,864.55 4,649,365.44	151 1,224 3,925 160,806,140.63 7,749,216.90 4,735,504.22 8,488,412.21
2 3	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created Wages Paid Lodging Food Other Non-Exempt		21 75 275 1,704,329.10 151,352.35 86,138.78 68,425.73	130 1,149 3,650 159,101,811.53 7,597,864.55 4,649,365.44 8,419,986.48	151 1,224 3,925 160,806,140.63 7,749,216.90 4,735,504.22 8,488,412.21
2 3 4	Category A: Non-Tax Exempt Expenditures Number of Approved Applicants Number of Full-Time Jobs Created Number of Freelance Jobs Created Wages Paid Lodging Food Other Non-Exempt Subtotal		21 75 275 1,704,329.10 151,352.35 86,138.78 68,425.73	130 1,149 3,650 159,101,811.53 7,597,864.55 4,649,365.44 8,419,986.48 179,769,028.00	151 1,224 3,925 160,806,140.63 7,749,216.90 4,735,504.22 8,488,412.21 181,779,273.96

3	Props and Wardrobe	71,788.89	4,334,922.41	4,4	406,711.30
4	Real Property	239,751.81	8,737,479.02	8,9	977,230.83
5	Other Exempt	82,091.58	2,964,192.87	3,0	046,284.45
	Subtotal	1,083,817.00	51,458,992.00	52,	542,809.00
1	Estimated Production Expenditures	3,094,063.00	231,228,020.00	234,	322,083.00
2	Total Amount of Tax Exemption Based on Florida's General State Sales &		1	2	152,568.54
2	Use Tax Rate of 6%			5,	132,308.34
-					
	Applicant Origin (By County) achua				1
-					1
-	evard				3
-	oward				17
	ollier				1
	iami-Dade				39
	uval				1
	ernando				1
	llsborough				9
La					1
Le					1
	anatee				1
	artin				1
	onroe				1
	ange				10
	Im Beach				9
Pinellas					16
Polk					2
	int Johns				1
	minole				1
	blusia				2
Οι	ut-of-State				2
	Production Days Per County (90-Day Applicants	5):			
	evard				2.0
-	oward				169.0
	arlotte				1.0
Cla					20.0
	ıval				330.0
	endry				15.0
	llsborough				114.0
Le	e				6.0

Levy	2.0
Manatee	
Martin	
Miami-Dade	780.0
Monroe	
Orange	
Out-of-State	
Palm Beach	
Pasco	
Pinellas	
Sarasota	
COMBINED TOTALS	
Total Estimated Production Expenditures	249,632,950.00
Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	3,436,861.68

ANNUAL ESTIMATES (07/01/2016 - 06/30/2017)	
Total Production Expenditures	\$1,061,184,228
Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6%	\$16,309,925
Number of Out-of-State Applicants	295
Number of In-State Applicants	553
Total Applicants	848
Number of Full-Time Jobs Created	7,341
Number of Freelance Jobs Created	26,383
Total Jobs Created	33,724

#### APPENDIX 5 – RELATIONSHIP OF TAX EXEMPTIONS AND INCENTIVES TO INDUSTRY GROWTH FISCAL YEAR 2016-2017

#### \* EIFI = Entertainment Industry Financial Incentive (Tax Credit)

EIFI Recipients' Sales & Use Tax Exemptions + EIFI Tax Credits Awarded =	<u>\$4,141,982 + \$ 44,375,506</u> =	\$ <u>48,517,488</u>	<u>1</u>
Total EIFI Recipients' Actual Florida Qualified Expenditures	\$186,457,022	\$186,457,022	3.84

KEY	
*Value of EIFI Recipients' Sales and Use Tax Exemptions:	\$4,141,982
EIFI Tax Credit award in FY 16/17:	\$ 44,375,506
Total EIFI Recipients' Actual Florida Qualified Expenditures:	\$186,457,022

Note: Sales Tax Exemption data are self-reported and therefore only represent an estimate. The figures related to the Entertainment Industry Financial Incentive (Tax Credit) are actual verified expenditures. Not every recipient of the Financial Incentive is eligible for the Sales Tax Exemption.