

**Florida Office of Film and Entertainment
Fiscal Year 2017-2018 Annual Report**

**Strategic Business Development
Florida Department of Economic Opportunity**

November 1, 2018



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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).

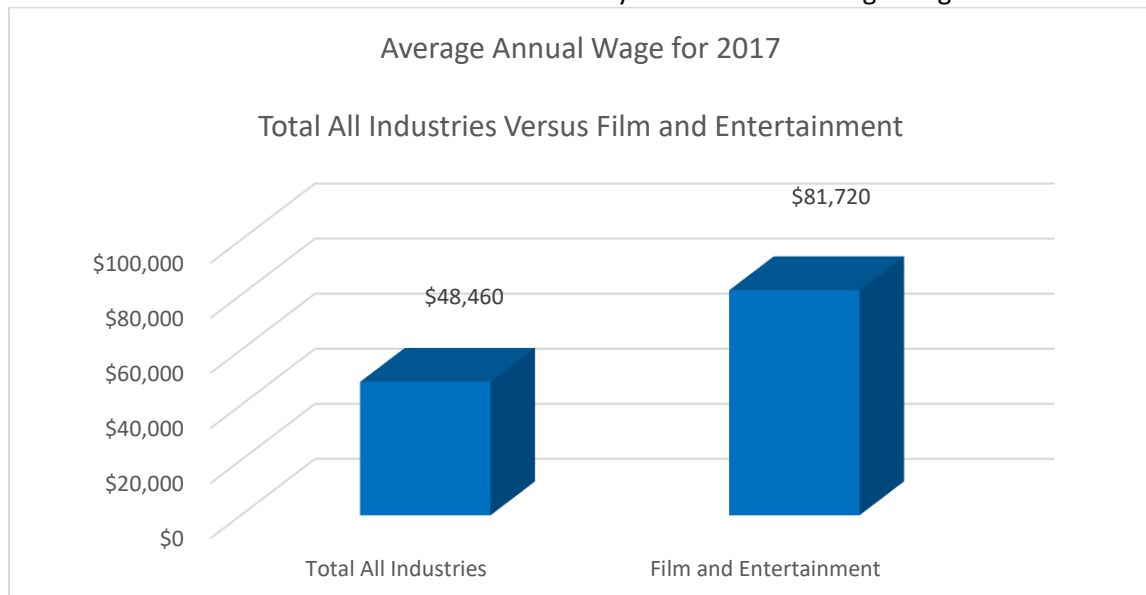
OFE attracts and promotes film, television and digital media production in Florida. OFE staff members facilitate access to filming locations, serve as liaisons between the industry and government entities, administer programs and market the state as a world-class production center.

B. 2017 Statewide Film and Entertainment Industry Employment Data

According to calendar year 2017 data provided by DEO's Bureau of Workforce Statistics and Economic Research:

- There were 4,457 established businesses in Florida's film and entertainment industry employing 26,905 individuals.
- The total wages paid to Floridians in the film and entertainment industry was \$2,198,698,962.
- The average annual wage for the Florida film and entertainment industry was \$81,720, exceeding the state's annual average wage for all industries of \$48,460 by 68.6 percent.
- The largest sector of the film and entertainment industry was television broadcasting, employing 8,873 Floridians.

Table 1: Florida Film and Entertainment Industry 2017 Annual Average Wage Data



Source: Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research.

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 2017-2018 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 was 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 included 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 did not qualify for the program.

The OFE awarded tax credits to a certified production company upon completion and verification of its project. As a basis for the award, OFE reviewed an audit performed by a third-party Florida Certified Public Accountant for each project. The final tax credit awards were calculated as a percentage (20 percent-30 percent) of each certified project's final qualified Florida expenditures. The award could not exceed \$8 million in total tax credits per project.

As of June 30, 2018, OFE has completed the audit review process and awarded tax credits to all 299 certified production companies, three years ahead of the July 1, 2021 deadline pursuant to s. 288.1254(11)(a), Fla. Stat. Approximately \$288 million of the \$296 million in tax credits allocated to the program were awarded. After the sunset of the program on June 30, 2016, any tax credits that became available through the audit process were rendered unusable.

B. Aggregate Program Performance Summary

Between July 1, 2010 and June 30, 2016, DEO certified 299 productions for tax credits with Florida expenditures of approximately \$1.25 billion. More than \$780 million in wages are associated with the 299 productions, creating 109,745 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)
- 141 television productions (e.g., television series, television pilots, telenovelas, award shows)
- 52 commercials

For more details, refer to Appendix 1: 2010-2018 Entertainment Industry Financial Incentive Program Summary.

C. Fiscal Year 2017-2018 Annual Performance Summary

The final eight certified productions remaining in the Financial Incentive Program provided OFE with their audits and were awarded tax credits in fiscal year 2017-2018. The combined outcomes for the eight projects include:

- 1,320 Florida jobs
- \$37,381,668 in wages associated with those jobs
- \$48,444,062 in Florida qualified expenditures
- 10,005 Florida lodging/hotel room nights
- 998 Florida production days

For more details, refer to Appendix 2: Entertainment Industry Financial Incentive Fiscal Year 2017-2018 Data.

D. Regional Breakdown

The eight projects included in the Annual Performance Summary above are listed by region in Appendix 3: Entertainment Industry Financial Incentive Fiscal Year 2017-2018 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 (63 percent), creating 962 Florida jobs and more than \$25 million in wages. This is followed by the central east region with 25 percent of the production activity, creating 344 Florida jobs and more than \$11 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 2013-2014, 2014-2015 and 2015-2016. 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 2018.

EDR determined the Entertainment Industry Financial Incentive Program has an ROI of 0.18 compared to the reported 0.43 in 2015. 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.

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

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 eight projects awarded tax credits in fiscal year 2017-2018, seven of them provided OFE with hourly employment data equaling 739,652 total hours. Based on the assumption that 1,820 hours equals one FTE employee (35 hours per week x 52 weeks a year), the productions that were awarded tax credits in fiscal year 2017-2018 employed approximately 406 FTEs.

III. Florida Entertainment Industry Sales Tax Exemption - Fiscal Year 2017-2018 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.

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 filminflorida.com. 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 954 applications for the Sales Tax Exemption during fiscal year 2017-2018, resulting in an estimated 32,031 Florida jobs and \$1.04 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.

Table 2: Entertainment Industry Sales Tax Exemption FY 2017-2018 Estimated Performance

| Fiscal Year 2017-2018 | Totals |
|--|-----------------|
| Total Production Expenditures | \$1,035,569,190 |
| Total Amount of Tax Exempted Based on Florida's General State Sales and Use Tax Rate of 6% | \$15,113,080 |
| Out-of-State Applicants | 334 |
| In-State Applicants | 620 |
| Total Applicants | 954 |
| Full-Time Jobs Created | 7,255 |
| Freelance Jobs Created | 24,776 |
| Total Jobs Created | 32,031 |

Refer to Appendix 4: Florida Entertainment Industry Sales Tax Exemption Fiscal Year 2017-2018 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.

Table 3: Entertainment Industry Sales Tax Exemption Fiscal Year Comparison FY 2001-2018

| 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 |
| 2017-2018 | 954 | 32,031 | \$251,884,667 | \$15,113,080 | \$1,035,569,190 |

* 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 2017-2018, eight productions were awarded tax credits under the Entertainment Industry Financial Incentive Program, all of which also qualified for the Sales Tax Exemption. All eight 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 \$3.46 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).

For more details, refer to Appendix 5: Relationship of Tax Exemptions and Incentives to Industry Growth Fiscal Year 2017-2018.

IV. Florida Office of Film and Entertainment Travel Expenditures - Fiscal Year 2017-2018 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 \$12,696.11 on travel, and \$0 on entertainment expenses during fiscal year 2017-2018.

Table 4: Office of Film and Entertainment Annual Travel Expenditures Data - Fiscal Year 2017-2018

| Traveler | Travel Dates | Event/Destination | Purpose | Amount | Entertainment Expenditures |
|--|-------------------|--|---|-------------------|----------------------------|
| State Film Commissioner, Niki Welge | 8/27/17-8/30/17 | Florida Governor’s Conference on Tourism 2017 and Film Florida Quarterly Meetings in Hollywood, FL | Represented State/OFE; Business Development; Meetings | \$1,244.15 | None |
| | 12/10/17-12/12/17 | Film Florida Quarterly Meetings 2017 in Orlando, FL | Represented State/OFE; Business Development; Meetings | \$600.00 | None |
| | 4/8/18-4/10/18 | Film Florida Quarterly Meetings 2018 in Cocoa Beach, FL | Represented State/OFE; Business Development; Meetings | \$611.43 | None |
| | 6/25/18-6/27/18 | Film Florida Annual Meetings 2018 in West Palm Beach, FL | Represented State/OFE; Business Development; Meetings | \$976.11 | None |
| Subtotal | | | | \$3,431.69 | |
| Los Angeles Liaison, Susan Simms | 9/6/17-9/12/17 | Toronto International Film Festival 2017 In Toronto, Canada | Represented State/OFE; Business Development; Meetings | \$2,239.76 | None |
| | 10/26/17-10-29-17 | Produced By: New York Conference 2017 in New York City, NY | Represented State/OFE; Business Development; Meetings | \$1,195.50 | None |

| | | | | | |
|--------------|-----------------------|---|---|--------------------|------|
| | 1/18/18- 1/22/18 | Sundance Film Festival 2018 in Park City, Utah | Represented State/OFE; Business Development; Meetings | \$1,417.90 | None |
| | 3/9/18- 3/15/18 | SXSW Conference 2018 in Austin, Texas | Represented State/OFE; Business Development; Meetings | \$2,226.36 | None |
| | 6/25/18- 6/27/18 | Film Florida Annual Meeting 2018 in West Palm Beach, FL | Represented State/OFE; Business Development; Meetings | \$1,178.62 | None |
| | 07/01/17- 06/30/18 | Local Mileage | Represented State/OFE; Business Development; Meetings | \$1,006.28 | None |
| Subtotal | | | | \$9,264.42 | |
| TOTAL | | | | \$12,696.11 | |

APPENDIX 1: 2010-2018 ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE PROGRAM FINAL SUMMARY
July 1, 2010 - June 30, 2018

| REGIONAL SUMMARY | PROJECTS | % | FLORIDA WAGES | % | FLORIDA JOBS CREATED | % | ROOM NIGHTS | % | QUALIFIED FLORIDA EXPENDITURES | % | TOTAL TAX CREDITS CERTIFIED/AWARDED | % |
|---|----------|--------|----------------|--------|-------------------------|--------|-------------|--------|-----------------------------------|--------|--|--------|
| CENTRAL EAST REGION | 77 | 25.75% | \$ 232,216,133 | 29.76% | 15,691 | 14.30% | 10,454 | 4.61% | \$ 298,607,624 | 23.81% | \$ 76,693,409 | 26.60% |
| BREVARD LAKE ORANGE SEMINOLE ST LUCIE VOLUSIA | | | | | | | | | | | | |
| CENTRAL WEST REGION | 26 | 8.70% | \$ 27,842,645 | 3.57% | 6,958 | 6.34% | 33,167 | 14.64% | \$ 53,844,269 | 4.29% | \$ 14,466,222 | 5.02% |
| HERNANDO HILLSBOROUGH PINELLAS POLK MANATEE SARASOTA | | | | | | | | | | | | |
| NORTH REGION | 9 | 3.01% | \$ 4,393,021 | 0.56% | 622 | 0.57% | 1,513 | 0.67% | \$ 5,726,671 | 0.46% | \$ 1,224,861 | 0.42% |
| ALACHUA BAY DUVAL ESCAMBIA LEON LEVY | | | | | | | | | | | | |
| SOUTHEAST REGION | 187 | 62.54% | \$ 515,855,325 | 66.11% | 86,474 | 78.80% | 181,469 | 80.08% | \$ 896,108,386 | 71.44% | \$ 195,887,870 | 67.95% |
| MIAMI-DADE BROWARD PALM BEACH MONROE | | | | | | | | | | | | |
| SOUTHWEST REGION | 0 | 0.00% | \$ - | 0.00% | 0 | 0.00% | 0 | 0.00% | \$ - | 0.00% | \$ - | 0.00% |

| | | | | | | | | | | | | |
|--------|-----|------|----------------|------|---------|------|---------|------|------------------|------|----------------|------|
| Totals | 299 | 100% | \$ 780,307,124 | 100% | 109,745 | 100% | 226,603 | 100% | \$ 1,254,286,950 | 100% | \$ 288,272,362 | 100% |
|--------|-----|------|----------------|------|---------|------|---------|------|------------------|------|----------------|------|

| PROJECT TYPE SUMMARY | | | | | | | | | | | | |
|--------------------------------|-----|--------|----------------|--------|---------|--------|---------|--------|------------------|--------|----------------|--------|
| THEATRICAL MOTION PICTURE | 43 | 14.38% | \$ 64,474,601 | 8.26% | 16,884 | 15.38% | 72,989 | 32.21% | \$ 132,588,655 | 10.57% | \$ 33,176,273 | 11.51% |
| MADE FOR TV MOTION PICTURE | 1 | 0.33% | \$ 346,800 | 0.04% | 185 | 0.17% | 35 | 0.02% | \$ 697,328 | 0.06% | \$ 139,465 | 0.05% |
| DIRECT TO VIDEO MOTION PICTURE | 3 | 1.00% | \$ 3,700,170 | 0.47% | 795 | 0.72% | 3,764 | 1.66% | \$ 7,105,868 | 0.57% | \$ 1,583,009 | 0.55% |
| DOCUMENTARY FILMS | 6 | 2.01% | \$ 1,208,867 | 0.15% | 187 | 0.17% | 32 | 0.01% | \$ 1,538,595 | 0.12% | \$ 313,862 | 0.11% |
| VIDEO GAMES | 25 | 8.36% | \$ 192,349,261 | 24.65% | 6,970 | 6.35% | 605 | 0.27% | \$ 235,056,382 | 18.74% | \$ 62,249,890 | 21.59% |
| DIGITAL MEDIA PROJECTS | 26 | 8.70% | \$ 10,134,625 | 1.30% | 435 | 0.40% | 116 | 0.05% | \$ 11,963,782 | 0.95% | \$ 2,335,405 | 0.81% |
| INTERACTIVE WEBSITES | 2 | 0.67% | \$ 15,566,033 | 1.99% | 192 | 0.17% | 0 | 0.00% | \$ 20,977,842 | 1.67% | \$ 5,244,461 | 1.82% |
| COMMERCIALS | 52 | 17.39% | \$ 18,345,480 | 2.35% | 11,236 | 10.24% | 6,704 | 2.96% | \$ 38,211,268 | 3.05% | \$ 7,481,291 | 2.60% |
| TV SERIES - HIGH IMPACT | 19 | 6.35% | \$ 213,475,558 | 27.36% | 40,320 | 36.74% | 76,057 | 33.56% | \$ 365,619,852 | 29.15% | \$ 81,312,584 | 28.21% |
| TV SERIES - NON HIGH IMPACT | 88 | 29.43% | \$ 238,728,524 | 30.59% | 23,081 | 21.03% | 48,791 | 21.53% | \$ 381,935,907 | 30.45% | \$ 83,623,741 | 29.01% |
| TV SERIES - PILOT | 9 | 3.01% | \$ 12,246,094 | 1.57% | 5,693 | 5.19% | 2,924 | 1.29% | \$ 22,911,848 | 1.83% | \$ 4,487,611 | 1.56% |
| TV PRODUCTION - NON SERIES | 5 | 1.67% | \$ 417,488 | 0.05% | 211 | 0.19% | 456 | 0.20% | \$ 1,602,416 | 0.13% | \$ 320,481 | 0.11% |
| TV AWARDS SHOW | 20 | 6.69% | \$ 9,313,623 | 1.19% | 3,556 | 3.24% | 14,130 | 6.24% | \$ 34,077,207 | 2.72% | \$ 6,004,289 | 2.08% |
| TOTAL PROJECTS | 299 | 100% | \$ 780,307,124 | 100% | 109,745 | 100% | 226,603 | 100% | \$ 1,254,286,950 | 100% | \$ 288,272,362 | 100% |

| PRODUCTION QUEUES | AUDITS IN-HOUSE: PROJECTED TAX CREDIT AWARD | OUTSTANDING AUDITS: PROJECTED TAX CREDIT AWARD | TAX CREDITS AWARDED |
|------------------------------------|---|--|---------------------|
| GENERAL PRODUCTION QUEUE | \$ - 0 | \$ - 0 | \$ 274,954,269 152 |
| COMMERCIAL & MUSIC VIDEO QUEUE | \$ - 0 | \$ - 0 | \$ 7,481,291 53 |
| INDEPENDENT & EMERGING MEDIA QUEUE | \$ - 0 | \$ - 0 | \$ 5,836,802 94 |
| | \$ - 0 | \$ - 0 | \$ 288,272,362 299 |

APPENDIX 2: ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE FISCAL YEAR 2017-2018 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 FINAL REVIEW - TAX CREDIT AWARDED | | | | | | | | | | | | | | |
| MIAMI-DADE | SE | AIRPORT 24/7 MIAMI | TV SERIES - NON HIGH IMPACT | \$ 1,270,541 | \$ 231,639 | - | - | - | 41 | - | 75 | \$ - | \$ 1,502,180 | \$ 300,436 |
| ORANGE | CE | GOLFCHANNEL.COM 2013 | INTERACTIVE WEBSITE | \$ 10,992,329 | \$ 1,602,703 | 109 | - | - | 109 | - | 473 | \$ - | \$ 12,595,032 | \$ 3,148,758 |
| MIAMI-DADE | SE | EL GORDO Y LA FLACA 2015 | TV SERIES - NON HIGH IMPACT | \$ 7,335,781 | \$ 1,886,785 | 177 | 9 | - | 186 | 4,188 | 261 | \$ 837,750 | \$ 9,222,566 | \$ 2,290,583 |
| MIAMI-DADE | SE | MIRA QUIEN BAILA 2013 | TV SERIES - NON HIGH IMPACT | \$ 4,680,238 | \$ 1,788,131 | 206 | 16 | - | 222 | 1,370 | 11 | \$ 205,544 | \$ 6,468,369 | \$ 1,459,728 |
| MIAMI-DADE | SE | SABADO GIGANTE 2015 | TV SERIES - NON HIGH IMPACT | \$ 10,104,687 | \$ 3,727,012 | 320 | 20 | - | 340 | 1,823 | 38 | \$ 364,661 | \$ 13,831,699 | \$ 3,457,925 |
| MIAMI-DADE | SE | SAL Y PIMIENTA 2015 | TV SERIES - NON HIGH IMPACT | \$ 2,341,188 | \$ 1,346,835 | 168 | 5 | - | 173 | 2,445 | 52 | \$ 488,972 | \$ 3,688,023 | \$ 1,106,407 |
| ORANGE | CE | SHOOT COLLECTIVE - HP NASCAR/HENNESSY | COMMERCIAL | \$ 358,790 | \$ 489,996 | - | - | - | 235 | 179 | 5 | \$ - | \$ 838,079 | \$ 161,865 |
| ALACHUA | N | ZERO ENERGY AMERICA | DOCUMENTARY FILM | \$ 298,114 | \$ - | 14 | - | | 14 | - | 83 | \$ - | \$ 298,114 | \$ 59,623 |
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| COMPLETED OFE FINAL REVIEW - TAX CREDITS AWARDED FOR ALL QUEUES | | | GRAND TOTALS | \$ 37,381,668 | \$ 11,073,101 | 994 | 50 | 0 | 1,320 | 10,005 | 998 | \$ 1,896,927 | \$ 48,444,062 | \$ 11,985,325 |
| 8 TOTAL PROJECTS - VERIFIED DATA | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | |
|--------------|---|--|---------------|---------------|-----|----|---|-------|--------|-----|--------------|---------------|---------------|
| GRAND TOTALS | 8 | | \$ 37,381,668 | \$ 11,073,101 | 994 | 50 | 0 | 1,320 | 10,005 | 998 | \$ 1,896,927 | \$ 48,444,062 | \$ 11,985,325 |
|--------------|---|--|---------------|---------------|-----|----|---|-------|--------|-----|--------------|---------------|---------------|

APPENDIX 3 - ENTERTAINMENT INDUSTRY FINANCIAL INCENTIVE FISCAL YEAR 2017-2018 REGIONAL MAP

NORTH REGION:

| | |
|----------------------------|-----------|
| Projects: | 1 |
| Total FL Wages: | \$298,114 |
| Positions Created: | 14 |
| Room Nights: | 0 |
| Qualified FL Expenditures: | \$298,114 |
| Tax Credits Awarded: | \$59,623 |

CENTRAL WEST REGION

| | |
|---------------------------------|-----|
| Projects: | 0 |
| Projected Total FL Wages: | \$0 |
| Projected Positions Created: | 0 |
| Projected Room Nights: | 0 |
| Qualified Florida Expenditures: | \$0 |
| Tax Credits Certified/Awarded: | \$0 |

SOUTHWEST REGION

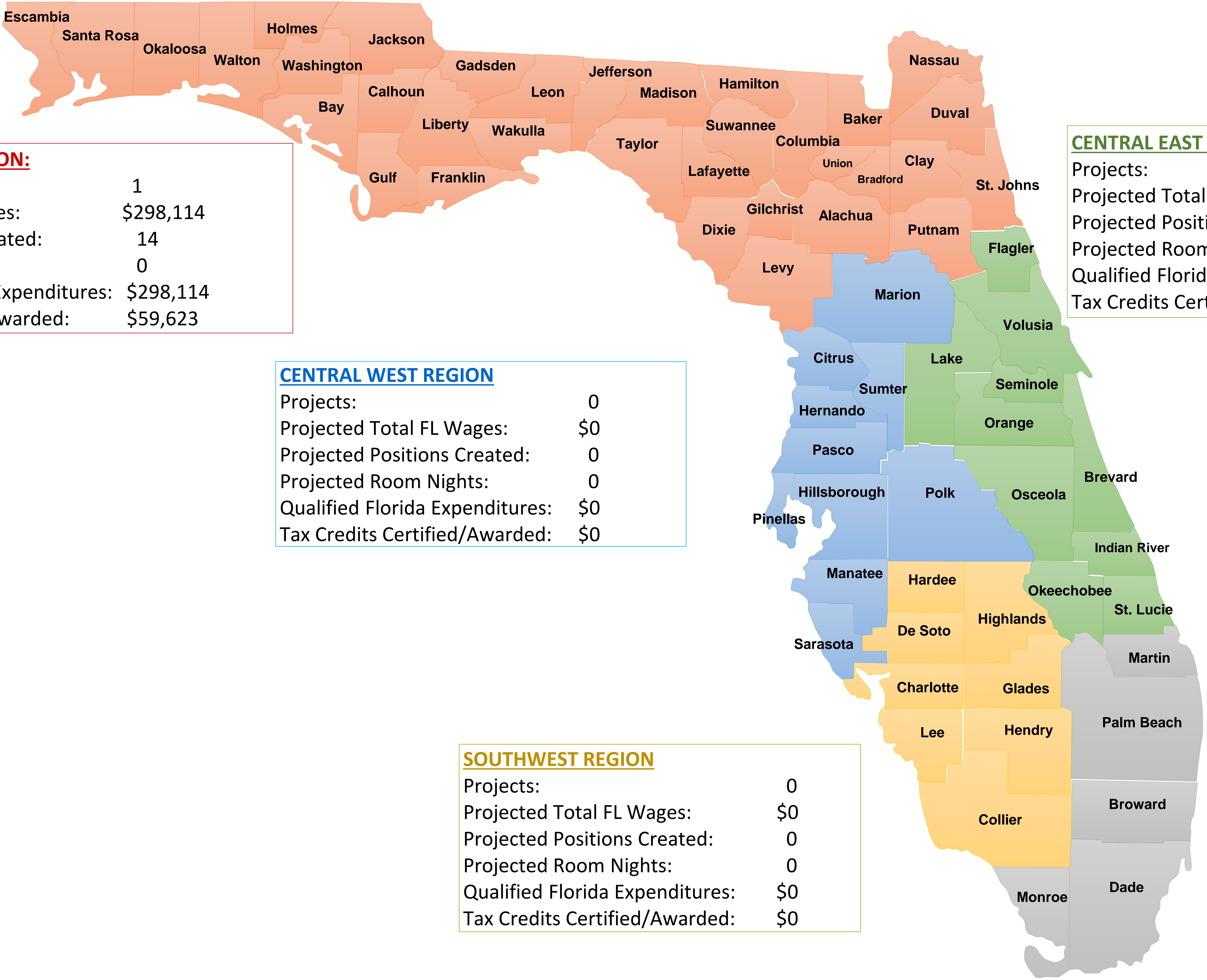
| | |
|---------------------------------|-----|
| Projects: | 0 |
| Projected Total FL Wages: | \$0 |
| Projected Positions Created: | 0 |
| Projected Room Nights: | 0 |
| Qualified Florida Expenditures: | \$0 |
| Tax Credits Certified/Awarded: | \$0 |

CENTRAL EAST REGION

| | |
|---------------------------------|--------------|
| Projects: | 2 |
| Projected Total FL Wages: | \$11,351,119 |
| Projected Positions Created: | 344 |
| Projected Room Nights: | 179 |
| Qualified Florida Expenditures: | \$13,433,111 |
| Tax Credits Certified/Awarded: | \$3,310,623 |

SOUTHEAST REGION

| | |
|---------------------------------|--------------|
| Projects: | 5 |
| Projected Total FL Wages: | \$25,732,435 |
| Projected Positions Created: | 962 |
| Estimated Room Nights: | 9,826 |
| Qualified Florida Expenditures: | \$34,712,837 |
| Tax Credits Certified/Awarded: | \$8,615,079 |



APPENDIX 4 – ENTERTAINMENT INDUSTRY SALES TAX EXEMPTION FISCAL YEAR 2017-2018 ANNUAL REPORT

| First Quarter Estimates (07/01/2017 - 09/30/2017) | | |
|---|---|---------------|
| OUT-OF-STATE PRODUCTION ENTITIES | | |
| Category A: Non-Tax Exempt Expenditures | | |
| | Number of Approved Applicants | 52 |
| | Number of Full-Time Jobs Created | 9 |
| | Number of Freelance Jobs Created | 1386 |
| 1 | Wages Paid | 9,035,752.00 |
| 2 | Lodging | 1,542,831.28 |
| 3 | Food | 493,872.00 |
| 4 | Other non-exempt | 2,512,607.00 |
| | Subtotal | 13,585,062.00 |
| Category B: Requested Exempted Purchases | | |
| 1 | Production Equipment | 1,976,278.00 |
| 2 | Set Design and Construction | 303,560.00 |
| 3 | Props and Wardrobe | 353,625.00 |
| 4 | Real Property | 1,787,950.00 |
| 5 | Other Exempt | 168,650.00 |
| | Subtotal | 4,590,063.00 |
| Category C | | |
| 1 | Estimated Production Expenditures | 18,175,125.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 275,403.78 |
| | | |
| Applicant Origin (Domestic) | | |
| California | | 37 |
| Connecticut | | 1 |
| Delaware | | 3 |
| Georgia | | 1 |
| Illinois | | 4 |
| Kentucky | | 1 |
| Louisiana | | 1 |
| Maryland | | 2 |
| Massachusetts | | 5 |
| Michigan | | 3 |
| Missouri | | 1 |
| New Jersey | | 1 |

| | |
|----------------|----|
| New York | 38 |
| North Carolina | 2 |
| Oregon | 1 |
| Pennsylvania | 3 |
| South Carolina | 1 |
| Tennessee | 1 |
| Texas | 3 |
| Washington | 1 |
| Wisconsin | 1 |

| Applicant Origin (International) | |
|----------------------------------|---|
| Canada | 2 |

| | | |
|----------------------------|--|----|
| | | |
| Motion Picture | | 2 |
| Made-for TV Motion Picture | | 0 |
| Television Series | | 7 |
| Music Video | | 0 |
| Commercial Advertising | | 34 |
| Sound Recording | | 1 |
| Post Production | | 0 |
| Other | | 7 |
| | | |

IN-STATE PRODUCTION ENTITIES

Category A: Non-Tax Exempt Expenditures

| | 90-Day | 12-Month | All |
|----------------------------------|--------------|----------------|----------------|
| Number of Approved Applicants | 15 | 125 | 140 |
| Number of Full-Time Jobs Created | 31 | 1,186 | 1,217 |
| Number of Freelance Jobs Created | 108 | 3,035 | 3,143 |
| 1 Wages Paid | 2,599,498.57 | 164,503,299.86 | 167,102,798.43 |
| 2 Lodging | 150,300.36 | 7,791,088.37 | 7,941,388.73 |
| 3 Food | 104,290.52 | 4,809,074.49 | 4,913,365.01 |
| 4 Other Non-Exempt | 106,848.92 | 9,003,148.40 | 9,109,997.32 |
| Subtotal | 2,960,938.37 | 186,106,611.12 | 189,067,549.49 |

Category B: Requested Exempted Purchases

| | | | |
|-------------------------------|--------------|---------------|---------------|
| 1 Production Equipment | 717,538.88 | 27,864,183.15 | 28,581,722.03 |
| 2 Set Design and Construction | 144,569.72 | 8,551,474.76 | 8,696,044.48 |
| 3 Props and Wardrobe | 73,853.67 | 4,516,127.24 | 4,589,980.91 |
| 4 Real Property | 254,807.22 | 8,843,195.88 | 9,098,003.10 |
| 5 Other Exempt | 168,171.29 | 3,119,780.68 | 3,287,951.97 |
| Subtotal | 1,358,941.00 | 52,894,762.00 | 54,253,703.00 |

| | | | | |
|---|---|--------------|----------------|----------------|
| 1 | Estimated Production Expenditures | 4,319,879.00 | 239,001,373.00 | 243,321,252.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,255,222.18 | | |

| Applicant Origin (By County) | |
|------------------------------|----|
| Alachua | 1 |
| Bay | 1 |
| Brevard | 1 |
| Broward | 31 |
| Miami-Dade | 80 |
| Duval | 4 |
| Escambia | 2 |
| Hillsborough | 8 |
| Indian River | 1 |
| Lee | 3 |
| Marion | 1 |
| Martin | 2 |
| Monroe | 1 |
| Okeechobee | 1 |
| Orange | 24 |
| Palm Beach | 7 |
| Pinellas | 15 |
| Saint Johns | 1 |
| Sarasota | 2 |
| Seminole | 4 |
| Volusia | 1 |
| Out-of-State | 1 |

| Production Days Per County (90-Day Applicants): | |
|---|--------|
| Brevard | 7.0 |
| Broward | 474.0 |
| Clay | 2.0 |
| Duval | 66.0 |
| Escambia | 60.0 |
| Franklin | 1.0 |
| Hillsborough | 175.0 |
| Lee | 3.0 |
| Leon | 2.0 |
| Miami-Dade | 2168.0 |
| Monroe | 7.0 |
| Orange | 453.0 |
| Out-of-State | 9.0 |
| Palm Beach | 244.0 |

| | |
|----------|------|
| Pinellas | 17.0 |
| Polk | 1.0 |
| Sarasota | 20.0 |
| Seminole | 1.0 |
| Volusia | 91.0 |

| |
|------------------------|
| COMBINED TOTALS |
|------------------------|

| | |
|---|----------------|
| Total Estimated Production Expenditures | 261,496,377.00 |
| Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,530,625.96 |

Second Quarter Estimates (10/01/2017 - 12/31/2017)

| |
|---|
| OUT-OF-STATE PRODUCTION ENTITIES |
|---|

| |
|--|
| Category A: Non-Tax Exempt Expenditures |
|--|

| | |
|----------------------------------|---------------|
| Number of Approved Applicants | 91 |
| Number of Full-Time Jobs Created | 35 |
| Number of Freelance Jobs Created | 2164 |
| 1 Wages Paid | 11,241,487.00 |
| 2 Lodging | 1,895,367.00 |
| 3 Food | 732,620.00 |
| 4 Other non-exempt | 2,570,765.00 |
| Subtotal | 16,440,239.00 |

| |
|---|
| Category B: Requested Exempted Purchases |
|---|

| | |
|-------------------------------|--------------|
| 1 Production Equipment | 3,765,894.01 |
| 2 Set Design and Construction | 2,106,911.00 |
| 3 Props and Wardrobe | 469,732.00 |
| 4 Real Property | 2,687,807.00 |
| 5 Other Exempt | 247,838.00 |
| Subtotal | 9,278,182.00 |

| |
|-------------------|
| Category C |
|-------------------|

| | |
|---|---------------|
| 1 Estimated Production Expenditures | 25,718,421.00 |
| 2 Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 556,690.92 |

| Applicant Origin (Domestic) | |
|------------------------------------|----|
| California | 34 |
| Colorado | 2 |
| Delaware | 2 |
| District of Columbia | 2 |
| Georgia | 1 |
| Illinois | 1 |
| Maryland | 1 |
| Massachusetts | 2 |

| | |
|--------------|----|
| New Jersey | 1 |
| New York | 20 |
| Ohio | 1 |
| Pennsylvania | 2 |
| Tennessee | 1 |
| Texas | 5 |
| Washington | 1 |

| Applicant Origin (International) | |
|----------------------------------|---|
| Canada | 3 |
| Germany | 1 |
| Italy | 1 |
| United Kingdom | 3 |

| | |
|----------------------------|----|
| | |
| Motion Picture | 6 |
| Made-for TV Motion Picture | 1 |
| Television Series | 15 |
| Music Video | 7 |
| Commercial Advertising | 50 |
| Sound Recording | 4 |
| Post Production | 0 |
| Other | 13 |
| | |

| |
|-------------------------------------|
| IN-STATE PRODUCTION ENTITIES |
|-------------------------------------|

| |
|--|
| Category A: Non-Tax Exempt Expenditures |
|--|

| | 90-Day | 12-Month | All |
|----------------------------------|--------------|----------------|----------------|
| Number of Approved Applicants | 19 | 114 | 133 |
| Number of Full-Time Jobs Created | 34 | 497 | 531 |
| Number of Freelance Jobs Created | 155 | 4,301 | 4,456 |
| 1 Wages Paid | 1,449,299.20 | 157,871,502.35 | 159,320,801.55 |
| 2 Lodging | 175,697.81 | 7,795,337.27 | 7,971,035.08 |
| 3 Food | 99,762.61 | 4,402,576.98 | 4,502,339.59 |
| 4 Other Non-Exempt | 69,278.47 | 8,076,727.36 | 8,146,005.83 |
| Subtotal | 1,794,038.09 | 178,146,143.96 | 179,940,182.05 |

| |
|---|
| Category B: Requested Exempted Purchases |
|---|

| | | | |
|-------------------------------|------------|---------------|---------------|
| 1 Production Equipment | 466,675.00 | 27,051,532.35 | 27,518,207.35 |
| 2 Set Design and Construction | 194,951.36 | 8,550,177.47 | 8,745,128.83 |
| 3 Props and Wardrobe | 102,979.77 | 4,458,506.86 | 4,561,486.63 |
| 4 Real Property | 110,159.73 | 8,897,945.84 | 9,008,105.57 |
| 5 Other Exempt | 92,917.43 | 3,274,281.15 | 3,367,198.58 |

| | | | | |
|---|---|--------------|----------------|----------------|
| | Subtotal | 967,683.00 | 52,232,444.00 | 53,200,127.00 |
| 1 | Estimated Production Expenditures | 2,761,721.00 | 230,378,588.00 | 233,140,309.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,192,007.62 | | |

| Applicant Origin (By County) | | |
|------------------------------|--|----|
| Brevard | | 1 |
| Broward | | 26 |
| Miami-Dade | | 65 |
| Duval | | 3 |
| Escambia | | 1 |
| Hillsborough | | 6 |
| Indian River | | 1 |
| Lake | | 3 |
| Lee | | 1 |
| Leon | | 3 |
| Manatee | | 4 |
| Monroe | | 2 |
| Orange | | 9 |
| Osceola | | 1 |
| Palm Beach | | 9 |
| Pinellas | | 4 |
| Polk | | 2 |
| Saint Johns | | 2 |
| Sarasota | | 2 |
| Seminole | | 4 |
| Volusia | | 1 |
| Out-of-State | | 5 |

| Production Days Per County (90-Day Applicants): | | |
|---|--|-------|
| Alachua | | 3.0 |
| Bay | | 2.0 |
| Brevard | | 40.0 |
| Broward | | 731.5 |
| Charlotte | | 3.0 |
| Collier | | 2.0 |
| Duval | | 5.0 |
| Escambia | | 2.0 |
| Flagler | | 2.0 |
| Hendry | | 2.0 |
| Hillsborough | | 196.0 |
| Lake | | 18.0 |
| Lee | | 3.0 |

| | |
|-------------|--------|
| Leon | 368.0 |
| Marion | 9.0 |
| Miami-Dade | 1453.0 |
| Monroe | 13.0 |
| Orange | 110.0 |
| Palm Beach | 44.0 |
| Pinellas | 407.0 |
| Polk | 31.0 |
| Saint Johns | 8.0 |
| Seminole | 7.0 |
| Sumter | 2.0 |

| |
|------------------------|
| COMBINED TOTALS |
|------------------------|

| | |
|---|----------------|
| Total Estimated Production Expenditures | 258,858,730.00 |
| Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,748,698.54 |

Third Quarter Estimates (01/01/2018 - 03/31/2018)

| |
|---|
| OUT-OF-STATE PRODUCTION ENTITIES |
|---|

| |
|--|
| Category A: Non-Tax Exempt Expenditures |
|--|

| | |
|----------------------------------|---------------|
| Number of Approved Applicants | 112 |
| Number of Full-Time Jobs Created | 14 |
| Number of Freelance Jobs Created | 2748 |
| 1 Wages Paid | 7,851,961.55 |
| 2 Lodging | 1,812,707.03 |
| 3 Food | 739,290.00 |
| 4 Other non-exempt | 460,166.50 |
| Subtotal | 10,864,125.00 |

| |
|---|
| Category B: Requested Exempted Purchases |
|---|

| | |
|-------------------------------|--------------|
| 1 Production Equipment | 3,109,562.98 |
| 2 Set Design and Construction | 1,371,088.65 |
| 3 Props and Wardrobe | 718,500.00 |
| 4 Real Property | 1,201,900.00 |
| 5 Other Exempt | 216,000.00 |
| Subtotal | 6,617,052.00 |

| |
|-------------------|
| Category C |
|-------------------|

| | |
|---|---------------|
| 1 Estimated Production Expenditures | 17,481,177.00 |
| 2 Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 397,023.12 |

| | |
|------------------------------------|----|
| Applicant Origin (Domestic) | |
| California | 28 |

| | |
|--------------|----|
| Delaware | 1 |
| Georgia | 1 |
| Indiana | 1 |
| Minnesota | 2 |
| Nevada | 1 |
| New Jersey | 1 |
| New York | 11 |
| Pennsylvania | 3 |
| Washington | 1 |
| Wisconsin | 1 |

| Applicant Origin (International) | |
|----------------------------------|---|
| Germany | 1 |
| United Kingdom | 1 |

| | |
|----------------------------|----|
| | |
| Motion Picture | 10 |
| Made-for TV Motion Picture | 0 |
| Television Series | 12 |
| Music Video | 7 |
| Commercial Advertising | 68 |
| Sound Recording | 6 |
| Post Production | 0 |
| Other | 13 |
| | |

IN-STATE PRODUCTION ENTITIES

Category A: Non-Tax Exempt Expenditures

| | 90-Day | 12-Month | All |
|----------------------------------|--------------|----------------|----------------|
| Number of Approved Applicants | 20 | 172 | 192 |
| Number of Full-Time Jobs Created | 52 | 3,914 | 3,966 |
| Number of Freelance Jobs Created | 236 | 4,199 | 4,435 |
| 1 Wages Paid | 898,459.21 | 153,565,239.61 | 154,463,698.82 |
| 2 Lodging | 110,515.50 | 7,319,892.85 | 7,430,408.35 |
| 3 Food | 70,490.66 | 3,462,528.23 | 3,533,018.89 |
| 4 Other Non-Exempt | 40,455.11 | 8,005,847.51 | 8,046,302.62 |
| Subtotal | 1,119,920.48 | 172,353,508.20 | 173,473,428.68 |

Category B: Requested Exempted Purchases

| | | | |
|-------------------------------|------------|---------------|---------------|
| 1 Production Equipment | 326,178.27 | 26,791,014.04 | 27,117,192.31 |
| 2 Set Design and Construction | 166,410.75 | 8,231,424.86 | 8,397,835.61 |
| 3 Props and Wardrobe | 62,836.58 | 4,570,233.91 | 4,633,070.49 |
| 4 Real Property | 81,301.50 | 11,163,960.57 | 11,245,262.07 |

| | | | | |
|---|---|--------------|----------------|----------------|
| 5 | Other Exempt | 49,335.56 | 2,677,294.10 | 2,726,629.66 |
| | Subtotal | 686,063.00 | 53,433,927.00 | 54,119,990.00 |
| 1 | Estimated Production Expenditures | 1,805,983.00 | 225,787,435.00 | 227,593,419.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,247,199.40 | | |

| Applicant Origin (By County) | | |
|------------------------------|--|----|
| Broward | | 19 |
| Charlotte | | 1 |
| Collier | | 3 |
| Miami-Dade | | 55 |
| Duval | | 4 |
| Hillsborough | | 5 |
| Lake | | 1 |
| Leon | | 1 |
| Manatee | | 2 |
| Martin | | 1 |
| Monroe | | 2 |
| Orange | | 19 |
| Palm Beach | | 11 |
| Pinellas | | 5 |
| Saint Johns | | 1 |
| Seminole | | 6 |
| Suwannee | | 1 |
| Volusia | | 2 |
| Out-of-State | | 1 |

| Production Days Per County (90-Day Applicants): | | |
|---|--|-------|
| Alachua | | 10.0 |
| Broward | | 68.0 |
| Charlotte | | 5.0 |
| Collier | | 40.0 |
| Hillsborough | | 82.0 |
| Lee | | 5.0 |
| Manatee | | 10.0 |
| Miami-Dade | | 783.0 |
| Monroe | | 16.0 |
| Orange | | 35.0 |
| Osceola | | 4.0 |
| Out-of-State | | 9.0 |
| Palm Beach | | 29.0 |
| Pinellas | | 39.0 |
| Seminole | | 4.0 |

| | | |
|---|---|----------------|
| Sumter | | 5.0 |
| COMBINED TOTALS | | |
| Total Estimated Production Expenditures | | 245,074,596.00 |
| Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | | 3,644,222.52 |
| Fourth Quarter Estimates (04/01/2018 - 06/30/2018) | | |
| OUT-OF-STATE PRODUCTION ENTITIES | | |
| Category A: Non-Tax Exempt Expenditures | | |
| Number of Approved Applicants | | 79 |
| Number of Full-Time Jobs Created | | 156 |
| Number of Freelance Jobs Created | | 3184 |
| 1 | Wages Paid | 11,083,052.00 |
| 2 | Lodging | 2,109,408.00 |
| 3 | Food | 1,089,273.00 |
| 4 | Other non-exempt | 3,030,555.00 |
| Subtotal | | 17,312,288.00 |
| Category B: Requested Exempted Purchases | | |
| 1 | Production Equipment | 4,768,915.55 |
| 2 | Set Design and Construction | 1,879,400.00 |
| 3 | Props and Wardrobe | 1,534,050.00 |
| 4 | Real Property | 1,641,550.00 |
| 5 | Other Exempt | 285,517.00 |
| Subtotal | | 10,109,433.00 |
| Category C | | |
| 1 | Estimated Production Expenditures | 27,421,721.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales and Use Tax Rate of 6% | 606,565.98 |
| Applicant Origin (Domestic) | | |
| California | | 31 |
| Colorado | | 1 |
| Delaware | | 2 |
| Georgia | | 1 |
| Illinois | | 1 |
| Indiana | | 1 |
| Kansas | | 1 |
| Maryland | | 1 |
| Massachusetts | | 1 |
| Michigan | | 1 |
| Minnesota | | 2 |

| | |
|----------------|----|
| New Jersey | 1 |
| New York | 31 |
| North Carolina | 2 |
| Oklahoma | 1 |
| Oregon | 2 |
| Pennsylvania | 2 |
| South Carolina | 1 |
| Tennessee | 1 |
| Texas | 3 |
| Washington | 1 |

| Applicant Origin (International) | |
|----------------------------------|---|
| Canada | 3 |
| Switzerland | 1 |
| United Kingdom | 1 |

| | | |
|----------------------------|--|----|
| | | |
| Motion Picture | | 11 |
| Made-for TV Motion Picture | | 1 |
| Television Series | | 12 |
| Music Video | | 2 |
| Commercial Advertising | | 39 |
| Sound Recording | | 3 |
| Post Production | | 0 |
| Other | | 11 |
| | | |

IN-STATE PRODUCTION ENTITIES

| Category A: Non-Tax Exempt Expenditures | | | | |
|--|----------------------------------|--------------|----------------|----------------|
| | | 90-Day | 12-Month | All |
| | Number of Approved Applicants | 26 | 129 | 155 |
| | Number of Full-Time Jobs Created | 108 | 1,219 | 1,327 |
| | Number of Freelance Jobs Created | 304 | 2,956 | 3,260 |
| 1 | Wages Paid | 6,598,861.74 | 155,889,354.14 | 162,488,215.88 |
| 2 | Lodging | 175,802.51 | 8,011,505.90 | 8,187,308.41 |
| 3 | Food | 145,739.33 | 4,169,214.63 | 4,314,953.96 |
| 4 | Other Non-Exempt | 58,435.41 | 7,952,734.09 | 8,011,169.50 |
| | Subtotal | 6,978,838.99 | 176,022,808.76 | 183,001,647.75 |
| Category B: Requested Exempted Purchases | | | | |
| 1 | Production Equipment | 1,792,647.36 | 27,558,063.93 | 29,350,711.29 |
| 2 | Set Design and Construction | 235,240.34 | 8,348,893.31 | 8,584,133.65 |
| 3 | Props and Wardrobe | 421,591.73 | 4,730,913.84 | 5,152,505.57 |

| | | | | |
|---|---|--------------|----------------|----------------|
| 4 | Real Property | 200,806.17 | 11,920,507.60 | 12,121,313.77 |
| 5 | Other Exempt | 56,545.58 | 4,450,908.70 | 4,507,454.28 |
| | Subtotal | 2,706,831.00 | 57,009,287.00 | 59,716,118.00 |
| 1 | Estimated Production Expenditures | 9,685,670.00 | 233,032,096.00 | 242,717,766.00 |
| 2 | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 3,582,967.08 | | |

| Applicant Origin (By County) | |
|------------------------------|----|
| Brevard | 1 |
| Broward | 18 |
| Collier | 1 |
| Miami-Dade | 47 |
| Duval | 2 |
| Hillsborough | 10 |
| Lee | 2 |
| Leon | 1 |
| Monroe | 2 |
| Orange | 13 |
| Palm Beach | 9 |
| Pinellas | 11 |
| Polk | 3 |
| Saint Johns | 2 |
| Saint Lucie | 1 |
| Sarasota | 6 |
| Volusia | 1 |
| Out-of-State | 3 |

| Production Days Per County (90-Day Applicants): | |
|---|--------|
| Bay | 100.0 |
| Brevard | 2.0 |
| Broward | 627.0 |
| Duval | 288.0 |
| Franklin | 16.0 |
| Hernando | 2.0 |
| Hillsborough | 136.0 |
| Lee | 4.0 |
| Leon | 20.0 |
| Manatee | 64.0 |
| Martin | 4.0 |
| Miami-Dade | 2422.0 |
| Monroe | 25.0 |
| Orange | 907.0 |

| | |
|---|----------------|
| Osceola | 2.0 |
| Out-of-State | 4.0 |
| Palm Beach | 259.0 |
| Pasco | 2.0 |
| Pinellas | 19.0 |
| Saint Lucie | 3.0 |
| Sarasota | 94.0 |
| Volusia | 2.0 |
| COMBINED TOTALS | |
| Total Estimated Production Expenditures | 270,139,487.00 |
| Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | 4,189,533.06 |

| ANNUAL ESTIMATES (07/01/2017 - 06/30/2018) | | |
|---|---|-----------------|
| | Total Production Expenditures | \$1,035,569,190 |
| | Total Amount of Tax Exemption Based on Florida's General State Sales & Use Tax Rate of 6% | \$15,113,080 |
| | Number of Out-of-State Applicants | 334 |
| | Number of In-State Applicants | 620 |
| | Total Applicants | 954 |
| | Number of Full-Time Jobs Created | 7,255 |
| | Number of Freelance Jobs Created | 24,776 |
| | Total Jobs Created | 32,031 |

APPENDIX 5 – RELATIONSHIP OF TAX EXEMPTIONS AND INCENTIVES TO INDUSTRY GROWTH FISCAL YEAR 2017-2018

* EIFI = Entertainment Industry Financial Incentive (Tax Credit)

$$\begin{array}{rclcl}
 \text{EIFI Recipients' Sales \& Use Tax Exemptions + EIFI Tax Credits Awarded} & = & \$4,779,552 + \$ 11,985,325 & = & \$16,764,877 & \underline{1} \\
 \text{Total EIFI Recipients' Actual Florida Qualified Expenditures} & & \$48,444,062 & & \$48,444,062 & 3.46
 \end{array}$$

| KEY | |
|---|---------------|
| *Value of EIFI Recipients' Sales and Use Tax Exemptions: | \$4,779,552 |
| EIFI Tax Credit award in FY 17/18: | \$ 11,985,325 |
| Total EIFI Recipients' Actual Florida Qualified Expenditures: | \$48,444,062 |

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.