

# PRODUCTION INCENTIVE ADMINISTRATIVE SERVICES



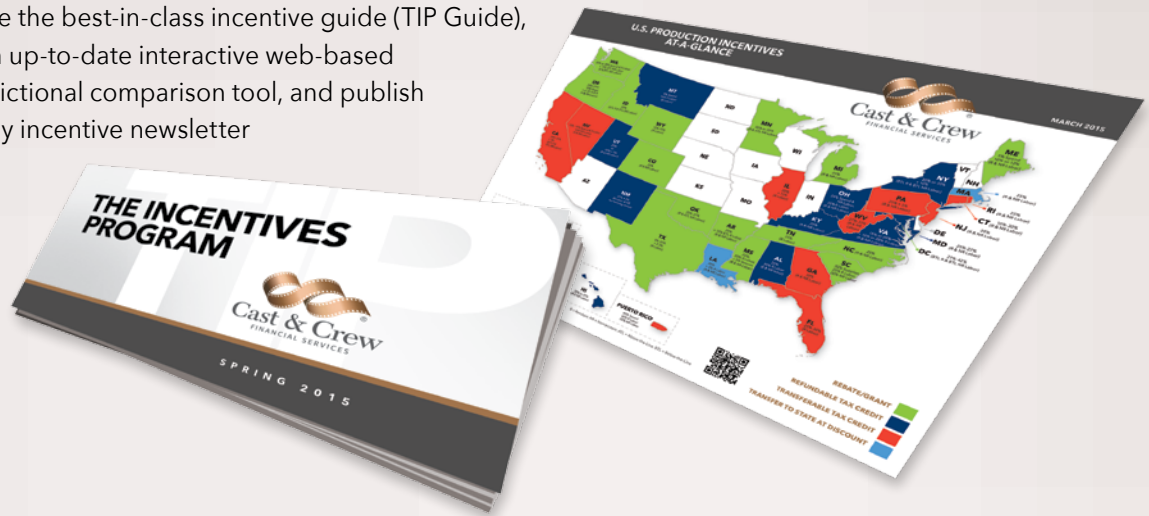
## OVERVIEW

- Cast & Crew Financial Services, a division of Cast & Crew Entertainment Services, provides an end-to-end production incentive solution to studios and independent producers alike – from estimating the incentive to filing the final application
- Financiers enjoy the benefit of reliable incentive valuation on the front end to inform their underwriting process and experienced third-party oversight throughout the incentive lifecycle to ensure prompt repayment
- The Cast & Crew team is well-positioned to provide these services, given its industry relationships and extensive experience guiding film and television productions through the ever-changing incentive landscape

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FINANCIAL SERVICES

## THE CAST & CREW FINANCIAL SERVICES ADVANTAGE

- Cast & Crew's production incentives team is the trusted source for reliable information and advice for studios and independent producers
  - We produce the best-in-class incentive guide (TIP Guide), maintain an up-to-date interactive web-based multi-jurisdictional comparison tool, and publish a bi-monthly incentive newsletter



- On a daily basis, we provide skillful handling of client inquiries and issues related to production incentive programs around the world
- Over the years, our team has built and maintained strong relationships with:
  - Key personnel in state and local film offices
  - Taxation and revenue departments
  - Local professionals, including production accountants, auditors, and attorneys

### CAST & CREW'S PRODUCTION INCENTIVES TEAM IS A TRUSTED SOURCE OF RELIABLE INFORMATION AND ADVICE

- As a major provider of payroll services and the most powerful production accounting software (PSL), Cast & Crew is on the forefront of understanding the nuances of each state's varied and sometimes fluid approach to loan-out companies, withholding rules and requirements, production service companies, etc.
- Cast & Crew's team has direct experience administering production incentives in both an in-house and third-party capacity
- We are frequently asked to comment on legislation and adopted best practices by industry lobbyists, legislators, the Motion Picture Association of America, film commissioners, and jurisdictional taxation/revenue departments
- Team members frequently provide film incentive expertise at industry conferences as a moderator or panelist and are invited to speak as a guest lecturer at local colleges and universities, webinars, and other industry events
- Our production incentives team has supported clients across the industry on a variety of projects, including big-budget tentpoles, low-budget features, television series and pilots

## THE CAST & CREW FINANCIAL SERVICES APPROACH

- Cast & Crew Financial Services will provide a proactive hands-on approach to help guide the production process beginning in the early stages
  - Discuss which jurisdiction may be best-suited given the production's parameters
  - Recommend the right partners (accountants, auditors, etc.) appropriate to the jurisdiction
  - Ensure the production is properly set up on the front-end to avoid key problem areas on the back end (each state has its own unique quirks)
  - Liaise with the production staff to confirm policies and procedures conform to the administrative requirements of the jurisdiction

## PRODUCTION INCENTIVE ADMINISTRATIVE SERVICES

- Prepare the production incentive estimate and opinion letter(s) based upon the final budget
- Review the initial application prior to submission for preliminary approval
- Recommend local partners, as appropriate
- Develop effective coding to maximize the incentive and meet the jurisdiction's reporting requirements
- Monitor production costs and other production elements to ensure proper coding of qualified expenditures and maximization of production incentive
- Review related documentation, such as cost reports, proof of residency, production reports, etc.
- Liaise with the independent auditor and coordinate communication with producer to prepare required documentation and back-up information
- Oversee the preparation and filing of the final incentive application
- Assist in communication with the regulatory authorities, including audits
- Assist in the preparation of tax returns (in coordination with producer's tax accountant)
- Monitor the processing of the claim or the documentation of the sale of the credit, as appropriate

**WE CAN TAILOR OUR OFFERING TO THE NEEDS  
OF THE PRODUCER AND/OR FINANCIER**

## WORKING WITH CAST & CREW FINANCIAL SERVICES

- We can tailor our offering to the needs of the producer and/or financier
  - Full service end-to-end solution or à-la carte services (i.e. opinion letter only, monthly reporting, clean up at the end of the show for submission, etc.)

## CONTACT

Please contact us to discuss your specific requirements

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