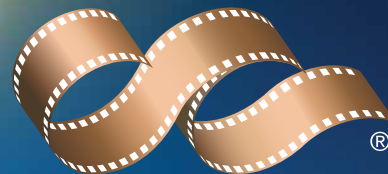


# **CAST & CREW FINANCIAL SERVICES**

YOUR PRODUCTION  
INCENTIVE PARTNER



**Cast & Crew**  
FINANCIAL SERVICES

## ABOUT CAST & CREW ENTERTAINMENT SERVICES

Cast & Crew Entertainment Services, LLC has been providing payroll and production accounting solutions to the entertainment industry for four decades. We are the leading provider of technology-enabled payroll and related business services to film and TV productions.

Our core offering includes payroll, residuals, workers' compensation and financial services. Cast & Crew's PSL production accounting software is the industry-leading accounting application to serve the needs of the film, television and digital media industries.

Founded in 1976, Cast & Crew owns and operates each of its offices. Eight are in the U.S., two are in Canada and one in the U.K.

Cast & Crew's corporate headquarters are in Burbank, California.



## CAST & CREW FINANCIAL SERVICES

One of Cast & Crew Entertainment Services' core business offerings, Cast & Crew Financial Services (CCFS) comprises five business lines:

- **PRODUCTION INCENTIVE FINANCING**
- **PRODUCTION INCENTIVE ADMINISTRATIVE SERVICES**
- **CANADIAN PRODUCTION INCENTIVE SERVICES**
- **PRODUCTION INCENTIVE CONSULTING**
- **PURCHASING AND PROCUREMENT (ONSET)**



## PRODUCTION INCENTIVE FINANCING

Cast & Crew can provide cash to film and television productions when it is needed - during production. This financing is based on the estimated incentive to be earned from a U.S. state or international jurisdiction. By taking advantage of this opportunity, producers will have the funds necessary to produce their project rather than waiting months or even years to monetize the incentive. Incentives will primarily take two forms:

### TRANSFERABLE

- **TRANSFERABLE TAX CREDITS** - The production receives a tax credit certificate, which is typically sold to a taxpayer with a tax liability in the jurisdiction. Because the taxpayer will purchase the credit at a discount, the amount realized by the producer will be less than 100% of the value of the incentive. Cast & Crew Financial Services can recommend the appropriate partner to monetize your credit.

### REFUNDABLE

- **REFUNDABLE TAX CREDIT, REBATE OR GRANT** - The production receives funds directly from a governmental agency generally without any discount being applied.

Incentives are calculated as a percentage of "eligible" or "qualified" local expenditures - the rules for eligible expenditures vary by jurisdiction (Cast & Crew can help you navigate this complicated landscape through its Production Incentive Administration Services). Based upon the production budget, we will estimate the expected value of your incentive, which will serve as collateral for the loan. The loan is then repaid by funds provided by the government or proceeds from the sale of a transferable credit.

**BY TAKING ADVANTAGE OF THIS OPPORTUNITY, PRODUCERS WILL HAVE THE FUNDS NECESSARY TO PRODUCE THEIR PROJECT RATHER THAN WAITING MONTHS OR EVEN YEARS TO MONETIZE THE INCENTIVE.**

Cast & Crew offers financing at very competitive terms, to maximize the cash available to the producer. Exact terms will vary based on the estimated tax credit value, production schedule, estimated resale price (if applicable) and the jurisdiction.

Please contact Deirdre Owens at [deirdre.owens@castandcrew.com](mailto:deirdre.owens@castandcrew.com) or (818) 972-3201 for additional information, or to submit your project for consideration.

## PRODUCTION INCENTIVE ADMINISTRATIVE SERVICES

Cast & Crew Financial Services provides an end-to-end production incentive solution to studio and independent producers, including valuation and administration services. By using our administrative services, producers can focus more energy on making their movie and leave the incentive compliance to us.

The Cast & Crew team is well-positioned to provide these services, given our strong industry relationships and extensive experience guiding film and television productions through the ever-changing incentive landscape. The Cast & Crew Production Incentives team has been a trusted source for studios and independent producers alike.

Our experienced team can assist and advise producers on all aspects of production incentives, including evaluating different jurisdictions; estimating the incentive; providing referrals for local service providers (i.e. accountants, auditors and lawyers); assisting with the preparation of the initial and final applications, and coordinating communication with regulatory authorities.

Cast & Crew differentiates itself with our thorough client service, as well as our competitive pricing. CCFS can tailor its offering to the needs of the client, ranging from a full-service, end-to-end solution to individual a la carte services (i.e. opinion letter, end-of-show clean-up and submission, etc.)

## TYPICAL SERVICES WE PROVIDE

- Provide incentive estimate
- Review initial application and ensure eligibility
- Recommend local partners, as appropriate
- Ensure the production is set up properly on the front-end to avoid key problem areas in the future
- Monitor costs and other elements throughout production to safeguard continued qualification and to maximize incentive
- Liaise with third-party auditor, as needed
- Oversee preparation and filing of the final application
- Assist in all communications with regulatory authorities, including audits
- Monitor claim processing or documentation of sale of the credit, as appropriate

Please contact Joe Bessacini at [joe.bessacini@castandcrew.com](mailto:joe.bessacini@castandcrew.com) or (818) 480-4427 for additional information.

## CANADIAN PRODUCTION INCENTIVE SERVICES

Cast & Crew Financial Services now provides production incentive services specifically tailored to the Canadian market. For many years, Canada has been a destination for U.S. and other non-Canadian filmmakers who take advantage of the country's generous federal and provincial tax incentives, as well as the experienced and established local production infrastructure. Through our Canadian affiliate, Cast & Crew Capital, we provide an efficient one-stop shop to assist these producers in structuring their project correctly on the front end to maximize the available tax credits.

Cast & Crew Capital provides a combination of legal, accounting and financing services all under one roof.

## AMONG THE SERVICES WE TYPICALLY PROVIDE

- Establish and own (on behalf of non-Canadian producers) a Canadian production services company (PSC) that will manage the Canadian portion of the budget
- Provide Canadian resident directors for the PSC, if needed
- Register the PSC for federal and provincial business accounts, as required
- Prepare production service agreement

- Establish bank accounts
- Track eligible labor and expenditures
- Obtain tax credit eligibility/accreditation certificates
- Prepare financial statements, tax returns and tax credit claims
- Manage audits
- Finance tax incentives (if needed)

Cast & Crew can be your full-service partner, guiding you through every step in the process, so you can focus on producing your projects.

Cast & Crew offers favorable pricing and outstanding customer service.



## PRODUCTION INCENTIVE CONSULTING

All Cast & Crew payroll clients can benefit from the expertise of our production incentives group. As production incentives continuously evolve, producers need access to the most up-to-date information and must be cognizant of how these changes may impact their project.



Cast & Crew has a proven record of providing clients with the type of information and the corresponding guidance that helps producers make the right decisions. From our best-in-class incentive guide (TIP) and interactive web-based comparison tool to our highly experienced professionals, Cast & Crew provides clients the most timely and accurate information for production incentives in the U.S. and around the world.

Our ability to provide expert counsel relies on our comprehensive jurisdictional knowledge combined with our long-standing relationships with key personnel in the state and local film commission offices and taxation and revenue departments. We don't just pass along information that everyone already knows. Our team asks the right questions and shares this knowledge with our clients to help them make sense of the ever-changing rules and requirements.

## CAST & CREW PAYROLL CLIENTS CAN TAKE ADVANTAGE OF THE FOLLOWING COMPLIMENTARY SERVICES, EXPERTISE AND BENEFITS

- Exploration of location options
- Comprehensive knowledge of jurisdictional requirements
- Evaluation of the impact of caps, wage limits and local/nonlocal hires
- Maximization of production incentives through the use of our local payroll offices and 23 locally sourced workers' compensation insurance brokers
- Communication with the appropriate regulatory agencies as questions and issues arise
- Consultation to determine the optimal production accounting setup for the jurisdiction
- Explanation of the valuation implications of different programs, considering factors such as refundable-versus-transferable credits, likely sale price and timing
- Preparation of customized payroll and other required reports



## PURCHASING & PROCUREMENT WITH ONSET

With OnSet, Cast & Crew's purchasing and procurement unit, you experience the same quality, integrity and security you've come to expect from our entertainment payroll services. Rather than have to deal with hundreds of vendors during the course of your production, OnSet handles every purchasing and procurement need. Large or small, we do the purchasing for you.

By utilizing OnSet for your purchasing and procurement needs, you benefit from:

- **SIGNIFICANT PRICE DISCOUNTS AS ONSET'S PURCHASING VOLUME ALLOWS US TO NEGOTIATE THE BEST PRICES**
- **OUR LONG-TERM RELATIONSHIPS WITH THE MOST-RESPECTED VENDORS IN THE FILM INDUSTRY**
- **CAST & CREW'S SUBSTANTIAL KNOWLEDGE OF QUALIFIED PURCHASES**

Please contact Ted Kantrow at [ted.kantrow@castandcrew.com](mailto:tad.kantrow@castandcrew.com) or (504) 708-2459 for additional information.

# WE'LL CHASE AFTER ANY PROP.



**Cast & Crew OnSet**  
PURCHASING. ANYTHING. ANYWHERE.



## CONTACT

For additional information, contact:

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