

To:

The NS Law Amendments Committee

May 5th, 2015

Thank you very much for allowing me the time to present to you this afternoon. I am an international consultant, living on the South Shore of Nova Scotia. In the last four months, I have travelled to the Berlin International Film Festival, the Rio Content Market in Rio de Janerio, the Hong Kong Filmart and the Fajhr International Film Festival in Iran. At every event, there are dozens of regions, countries and provinces vying to attract projects to their location. In every market there are tangible opportunities to promote the Nova Scotia screen industry; its competitive tax credits and pool of talent that punches above its weight. Our wee province was a success story with a strong provincial Agency that supported the creative industries with staff intelligence, location services, decades of experience, transparent tax credit management, and equity investment. International producers were eager to bring their business here. That all changed April 9th, when the Liberal government, without prior in depth consultation with the sector, gutted the \$140 million dollar industry. With no advance warning, they shut down Film and Creative Industries Nova Scotia, ^{and} with no advance business strategy in place to support the transition to the NSBI, and with no consideration for the message such damaging actions would send to the international community. The Liberal Gov't acted rashly and irresponsibly.

A case in point: I would like to read excerpts from a letter received recently from Hollywood producers of Haven, Shawn Piller, Lloyd Segan and Scott Shepherd.

LETTER

Piller/Segan/Shepherd letter – excerpts:

Over the past five years, we have had the privilege of working in your province, producing HAVEN, the television series based on an underlying work by Stephen King. HAVEN has a large worldwide audience, introducing nearly a BILLION viewers to Nova Scotia. During our tenure, we have enjoyed the opportunity to work with extremely talented and hard working members of your film and television community.

When deciding on a location for filming, we evaluate many variables, including aesthetics, depth and experience of local crew and cast members, and economic incentives. Despite Nova Scotia's beauty, and motivated and innovative crews, without the Nova Scotia Film Industry Tax Credit we would not have been able to bring HAVEN to the province.

To give you a snapshot of what this actually means to our extended family in Nova Scotia, here are some eye-opening employment statistics from HAVEN over the past five years.

- HAVEN hired 6,200 Local Extras — local means from Nova Scotia only
- We shot in 600 locations in 36 communities (This benefited citizens of)
- (In addition to 442 cars and vans, 633 trailers and trucks, HAVEN rented 2,000 on camera picture vehicles. They required 782,000 liters of fuel to operate)
- (We purchased 142,000 square feet of lumber, which allowed teams of carpenters and painters to build sets)
- Our cast and crew consumed 180,000 meals, most of which came from local farms, butchers, fisherman and markets.

In essence, HAVEN could not have been produced without the support of nearly 1,300 vendors, each one employers themselves.

Respecting that there may be a healthy dose of skepticism amongst you and your colleagues in permitting these incentives to continue, I offer a recent comparison example in the United States.

A few years ago in New Mexico, a newly elected, well-intentioned, fiscally prudent government eliminated key provisions of their film and television incentive program. Their policy resulted in devastating economic impact. Filming in the state all but ceased and the ripple effect was felt by every business sector. Responding to this unintended consequence, the state legislature — with the support of the governor — not only reinstated the previous programs, but increased various incentives to reinvigorate filming in the state. Perhaps New Mexico's experience might help inform Nova Scotia's incentive policy.

End excerpts.

Yes, the plan is in place to go forward with the Alberta model, and the industry will adapt to its reduced presence in the international marketplace, but I urge the Government, please:

- Delay the July 1st start date significantly
- Allow reasonable time for our \$140 million industry to prepare for the massive changes which confront it, and please,
- Give NSBI the time to develop and implement, in a rational manner, an informed and visionary plan to work with our sector in research, development, and equity support.

Further, I urge the Government, in order to guarantee investment stability, announce publicly that, as with the Alberta model, despite the budget estimate of \$10 million for the Fund, no production, I repeat, no production will be turned down.

This is the message I would like to take to the Cannes Film Festival next week:

The Nova Scotia Screen Industry is open for business.

Thank you.



Jan Miller

[Redacted contact information]

April 20th, 2015

Office of the Premier
7th Floor, One Government Place
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Halifax, Nova Scotia
B3J 1X5

Honourable Stephen McNeil, Premier of Nova Scotia, and Honourable Diana Whalen,
Minister of Finance:

My partners, Shawn Pillar, Scott Shepherd, and I are writing you to advocate for a robust and flexible Nova Scotia film tax credit incentive going forward.

Over the past five years, we have had the privilege of working in your province, producing HAVEN, the television series based on an underlying work by Stephen King. HAVEN has a large worldwide audience, introducing nearly a BILLION viewers to Nova Scotia. During our tenure, we have enjoyed the opportunity to work with extremely talented and hard working members of your film and television community.

When deciding on a location for filming, we evaluate many variables, including aesthetics, depth and experience of local crew and cast members, and economic incentives. Despite Nova Scotia's beauty, and motivated and innovative crews, without the Nova Scotia Film Industry Tax Credit we would not have been able to bring HAVEN to the province.

We are currently in discussions about producing more episodes of HAVEN. These proposed policy changes would preclude us from continuing to produce the series in Nova Scotia, forcing us to move the production elsewhere.

That would be heartbreaking. Not only because of the deep friendships and bonds that we have developed over a half a decade — but also because of all of the people who will lose their jobs. The people affected are not limited to crew and cast members and their respective families. The ripple effect would be felt by the companies that service HAVEN and businesses that service those companies.

Also, a byproduct of such legislation would be the exodus of skilled personnel to production centres outside the province — a true brain drain of talent, especially young people studying at your universities and colleges.

pillar/segan/shepherd

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- We shot in 600 locations in 36 communities. This benefited citizens of townships across the province including Aspotogan, Coleman Cove, Southwest Cove, Bayswater, New Harbour, Blandford, Upper Blandford, Mill Cove, The Lodge, Fox Point, East Chester, Middle River, Robinson's Corner, Chester Basin, Chester Grant, Sherwood, Card Lake, Dayspring, Hammonds Plains, Peggy's Cove, Prospect, St. Margaret's Bay, Queensland, Western Shore, East River, Gold River, Marriott's Cove, Herring Cove, Fisherman's Cove, and Eastern Passage, to name a few
- In addition to 442 cars and vans, 633 trailers and trucks, HAVEN rented 2,000 on camera picture vehicles. They required 782,000 liters of fuel to operate
- We purchased 142,000 square feet of lumber, which allowed teams of carpenters and painters to build sets
- Our cast and crew consumed 180,000 meals, most of which came from local farms, butchers, fisherman and markets.

In essence, HAVEN could not have been produced without the support of nearly 1,300 vendors, each one employers themselves.

Conservative estimates values this compound spending generated by HAVEN's production cash flow at close to 140 million dollars — money flowing directly to the citizens of Nova Scotia. Hotels, restaurants, shops, and entertainment venues throughout the province were amongst the many beneficiaries of this spending. This does not include the impact that HAVEN has had on Nova Scotia tourism. People continue to flock to Nova Scotia from all over the world to find the fictional town of HAVEN, becoming enthralled with the province and spending their tourist dollars accordingly.

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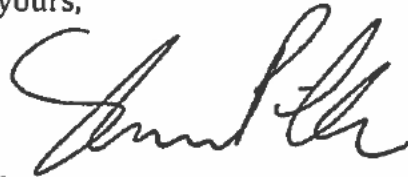
We are proud of HAVEN's contribution to your communities across Nova Scotia and remain grateful to its hard-working citizens who helped make HAVEN's production possible. As producers, it is our hope that we can continue this mutually beneficial relationship.

However, preserving the Nova Scotia Film Tax Incentive Credit is imperative to this effort.

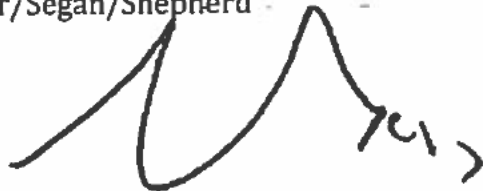
Should you be inclined, Shawn, Scott, and I welcome the opportunity to discuss this further at your convenience.

Thank you for your consideration.

Sincerely yours,



Shawn Piller
Executive Producer/Director, HAVEN
Partner, Piller/Segan/Shepherd



Lloyd Segan
Executive Producer, HAVEN
Partner, Piller/Segan/Shepherd



Scott Shepherd
Executive Producer, HAVEN
Partner, Piller/Segan/Shepherd