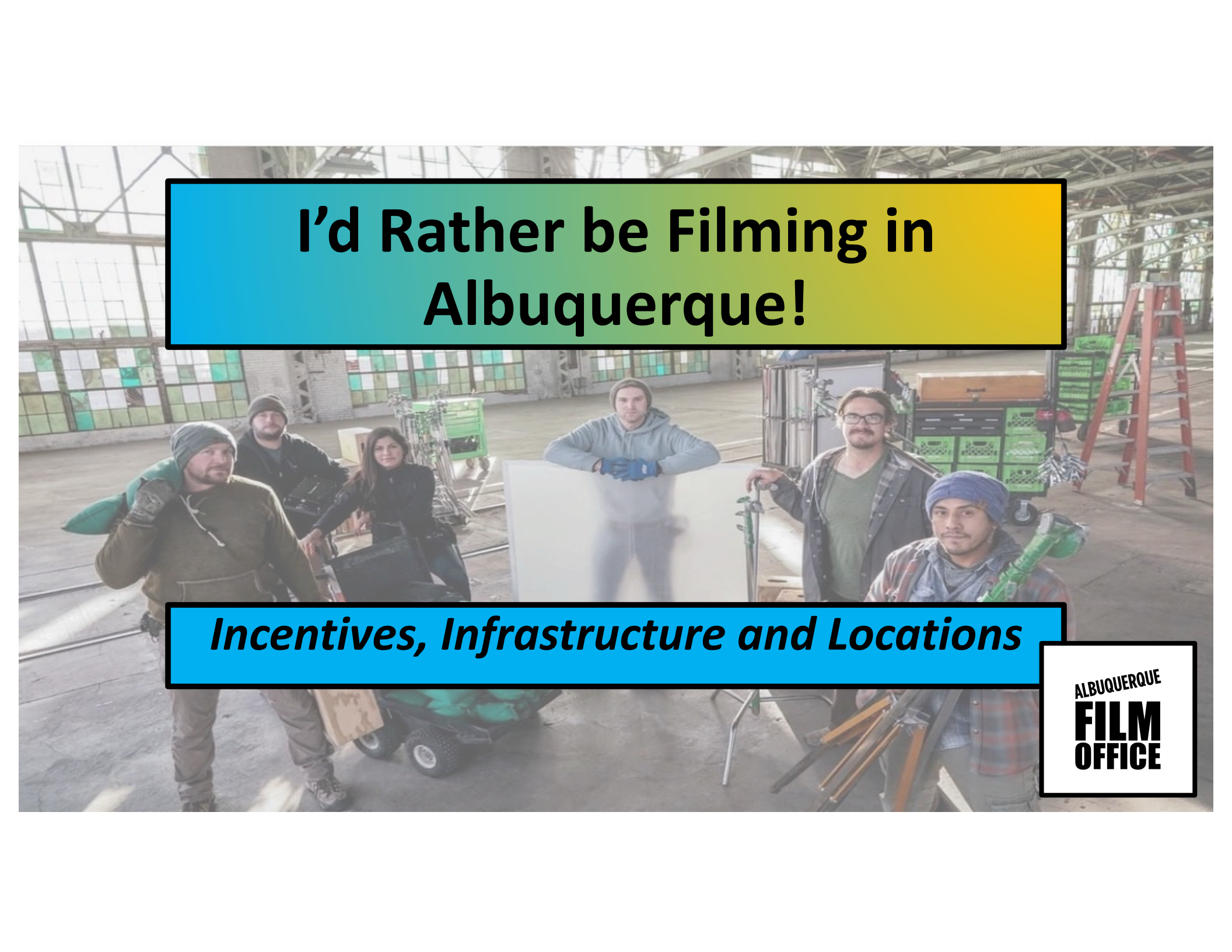




**I'd Rather be Filming in
Albuquerque!**

Incentives, Infrastructure and Locations

ALBUQUERQUE
**FILM
OFFICE**

Why do film companies choose Albuquerque?

INCENTIVES: State incentives well established (since 2003) and continuing to grow at sustainable rate. No sunset. Favorable to BTL and ATL positions.

INFRASTRUCTURE: Availability of Stage/Studio + Production office space. Vendor and small business support. Community support of industry.

WORKFORCE: Locally trained labor. Strong film education through University, community college and union training partnerships. Incentives that support job training.

LOCATIONS: Accessibility + Proximity
Variety of creative looks for films.
Livability for crews

NM cities consistently rank in top 10 and #1 positions for Film Crew
'Best Cities' to live and work in North America (Movie Maker Magazine)



New Mexico State Film Incentives (FYI-370)

<https://nmfilm.com/whynewmexico/incentives-2>

•Base Credit Amount: 25% (no minimum spend)

•Maximum credit amount: 40%

•An additional 5% tax credit is available if certain criteria are met when filming a television series or a pilot.

•An additional 5% tax credit is available if certain criteria are met regarding using qualified production facilities (soundstage/standing set).

•A 10% tax credit is available for qualified expenditures in New Mexico areas at least sixty miles outside the Santa Fe and Albuquerque City Halls.

•The \$110 million per fiscal year payout is now increased to an eventual \$160 million in \$10 million increments per fiscal year. \$5 million cap per production for non-resident principal performing artists.*No cap for resident artists.

•15% credit with a cap on twenty qualifying below-the-line positions

More Incentives:

-Film Crew Advancement Program (FCAP)

-Operation Sound Stage ('OSS' veterans job training)

Economic Impact of Film Industry in New Mexico

- *Delivered an economic output of \$1.39 billion over the two-year period to the State of NM (2022-23)*
- *An economic ROI, showing that for every \$1 invested through the incentive program, the state's economy benefited by (\$7.77- \$8.4)*
- *Incentives were the most important factor identified by decision-makers when choosing where to produce their projects, with only 8% of total productions would have taken place in New Mexico without the tax credit.*
- **Over 400 film and TV productions have called New Mexico home since 2003 after New Mexico became one of the first US states to offer a comprehensive incentive program.**
- **In the past four years, the film industry created nearly 22,000 full time jobs in New Mexico.**
- **Residents of New Mexico accounted for approximately 74 percent of all positions hired by productions and approximately 70 percent of all managerial positions.**

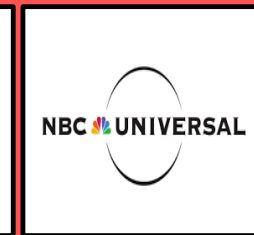
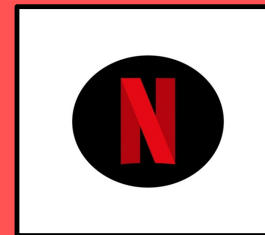
New Mexico Film Partners



New Mexico has 24 qualified production facilities within a 70-mile radius, each tailored to a certain type of production. Including:

- Netflix Studios
- NBC Universal
- Cinelease Studios
- Santa Fe Studios
- The Studios @ Journal Center
- Camel Rock Studios (Tesuque)
- Hannover Stages

*Netflix, NBC Universal and
828 Productions*



- Aspect Studios (Santa Fe)
- Fulcrum Building (Rio Rancho)
- Many fulltime movie sets
- Netflix has committed to a \$1 billion in production spend.
 - The investment will result in the creation of an estimated 1,000 production jobs, many of which are high wage jobs.
 - Netflix purchased 330 acres to expand the former ABQ Studios

Film Partners operate outside of incentive cap

What about Breaking Bad?

'Breaking Bad': 6 season episodic show, with spin-off series 'Better Call Saul' (also 6 seasons) and feature film 'El Camino'. Another Vince Gilligan show 'Pluribus' currently on Apple +

- Created 15 years of steady work for crew: *Breaking Bad* employed 120 individuals during each of 62 episodes 90% of whom were NM natives.
- Enabled crew to advance to higher positions within shows (Film Crew Advancement Incentive 'FCAP')
- Inspired additional legislation and film incentives. (The 'Breaking Bad Bill' added 5% additional rebates for episodic shows)
- Each episode added between \$1M to \$10M of direct spend into the NM economy

Estimates for Breaking Bad alone is \$70M USD spent on NM goods and services.



FILM TOURISM

- Hotel stays and Restaurant visits
- Film tourists come first and stay longest, visiting many other attractions on their trips.
- Themed restaurant + bar menu items, tours, shops, museum displays and specialty gifts can spin off the original brand.



What Makes a Great Film Location?

Criteria for Film Locations:

- Creative considerations: Does it fit the script?
- Access: Driving distance, good road access
- Clear ownership: Land grant, rentals
- Incentive status: Not everything qualifies
- Safety considerations and hazards
- Environmental and noise concerns.
- Art releases: Mural, sculptures, wall art
- Location agreements: Public or private lands
- Permits: City, State, DOT



Hospitality Considerations for Film Makers

Vendor Infrastructure

- Specialty goods + services needed
- Accommodations for Film work's odd hours and schedules
- Concierge type services needed – dog walkers – baby sitters – gift baskets – party and screening venues – off set catering – laundry – doctors – dentists. – massage – drivers

- Most are Long term guests (3-5 months)
- Accommodations and services must be booked locally to qualify for incentive
- Homelike amenities helpful
- Most productions have travel coordinators in house
- VIP vs Below the Line



FILM INDUSTRY FORECAST

Film production is experiencing global downturns:

- Pandemic
- Labor Strikes
- Political and Economic uncertainty
- Streaming Wars
- Studio Consolidation

New Mexico's Continued Support of Industry:

- Strong incentives with bi-partisan support
 - Infrastructure development
 - Educational access
 - Support of independent film makers
 - Global brand recognition
 - Discussion reaching federal audience
- 'NM is the #4 film economy in the US and above many larger markets'*

Resources

- Motion Picture Association: MPA states that the TV + Film industry brings 2.32M jobs, \$229B into US economy

<https://www.motionpictures.org/advocacy/driving-local-economies/>

- Olsberg SPI 2021 study and current updates indicating a total spend in NM by the industry of over \$500M annually to the state economy.

<https://www.o-spi.com>

- Entertainment Partners Comparative incentive map:

<https://www.ep.com/production-incentives/>

- Cyndy McCrossen CABQ Film Liaison / EDD

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- Rebecca Cavalier CABQ Film Coordinator
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- New Mexico Film Office

<https://nmfilm.com>



Everyone has a role.

- City of Albuquerque Film Office

<https://abqfilmoffice.com>



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LEARN MORE

abqfilmoffice.com

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