

THE COALITION QUARTERLY

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Dear CPC member:

Connecticut's 2011 Legislative Session is now underway, and we are fortunate that our new Governor, Dannel Malloy, witnessed firsthand the positive effects of the film, television and digital media tax credits during his last two terms as Mayor of Stamford.

Though evidence of the success of the film tax credit program is visible throughout the state, it is critical that we continue our efforts in driving home this message, as the new administration and State legislature begin the arduous task of reducing

a four billion dollar deficit. All government programs will be closely scrutinized, and the film industry must continue to speak in one voice, emphasizing the need for – and the benefits of – a robust film tax credit program in Connecticut.

The profiles in our February newsletter once again demonstrate the positive impact of the tax credit program on independent film makers, students and local vendors throughout the state and, as always, we welcome submissions from you, our fellow CPC members. If you have news, feel free to submit a short newsletter article about your company, along with a photo to

info@productionct.com for an upcoming newsletter.

Tell us your story, and tell others your story. Together we can continue to raise awareness among State legislators and community leaders about the benefits of growing Connecticut's film, television and digital media industry.

We look forward to hearing from you.

Sincerely,

Connecticut Production Coalition Founding Members

NBC Universal brings economic activity, corporate citizenship to Stamford

In April of 2009, NBC Universal relocated three of its highly-rated daytime talk shows – "Maury," "The Jerry Springer Show" and "The Steve Wilkos Show" – to Stamford, Connecticut as a result of the state's film, television and digital media tax credit.

Today, well into its second season of production, NBC Universal is a mainstay of economic activity and corporate philanthropy in the city of Stamford. The creation of Stamford Media Center and Productions, LLC (SMC) has benefitted both the State and local economies by generating new revenue, creating jobs and utilizing local vendors and services. For example, NBCU's lease of approximately 68,000 total square feet includes 42,000 sq. ft. of production and office

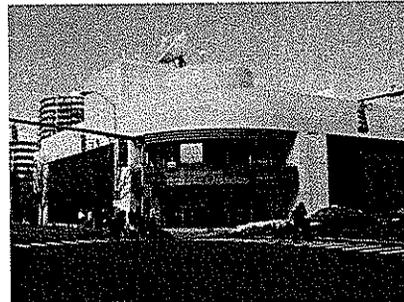
space at the Rich Forum – leased from the Stamford Center for the Arts (SCA). At the time, SCA was in danger of declaring bankruptcy.

culture to Stamford and the surrounding areas. After suspending its shows for several months due to financial hardship, SCA's Palace

Theater has resumed its schedule of first class entertainment with appearances from musical groups, actors and comedians such as Diana Ross, Anthony Bourdain and Howie Mandel, and theatrical performances like Riverdance.

SMC employs approximately 230 people, and has attracted over 115,000 audience members

to the downtown Stamford area during 15 months of production on "Maury," "The Jerry Springer Show" and "The Steve Wilkos Show." Approximately 70% of SMC's live audiences
CONT p2



The Rich Forum in downtown Stamford

NBC Universal's deal to lease the Rich Forum has allowed SCA to emerge from bankruptcy and continue its tradition of providing arts and



Stamford Media Center's shows support local businesses and charities

CONT FR p1 traveled from out-of-state to visit and spend money in Connecticut. In addition, the shows have brought more than 8,000 guests to downtown Stamford, who themselves have generated more than \$1 million in expenditures on local restaurants, salons and shopping malls.

SMC itself has spent more than \$14 million on local vendors to run its productions; this includes local restaurants and caterers, dry cleaners, sign companies, cleaning services and transportation. The productions hire local car service companies and work with over 13 different hotel chains in Stamford, Norwalk and Greenwich for the travel of all guests appearing in SMC productions. To date, SMC has spent \$1,131,425 on local car services and \$1,002,000 on 5,000 room nights at local hotels to support the SMC production schedule.

"The film tax credit was put in place to generate revenue and create jobs by building the film, TV and digital media industry here in Connecticut," said Tracie Wilson, Senior Vice President of Programming and Development, NBC Universal's Stamford Media Center. "Every time we look outside and see a line of people that traveled to Stamford to see our shows, we know the film tax credit is doing exactly what it was designed to do."

In addition to Stamford Media Center's economic impact, SMC employees and the hosts of its three shows - Maury Povich, Steve Wilkos and Jerry Springer - have become actively involved with local businesses and charitable organizations in

Connecticut and in the Stamford community. In November 2009, Maury Povich and his wife, Connie Chung, served as Grand Marshalls for the Stamford USB Balloon Parade Spectacular. Povich is also currently involved in Public Service Announcements promoting Hartford Public Schools, has served as a guest speaker for students in Bridgeport schools and hosted a holiday gift drive for St. Luke's LifeWorks in December at The Rich Forum Theatre. Jerry Springer has served as keynote speaker for the Stamford Chamber of Commerce, and appeared on stage with fellow NBCU host, Steve Wilkos, to announce the headlining band during the last night of the 2009 Stamford Alive @ 5 Summer Concert Series. Steve Wilkos, who currently resides in Fairfield County with his wife and family, invited local high school students to the Rich Forum last year for a special episode dedicated to issues affecting teens and young adults. Wilkos also has spoken to local colleges about the importance of following a goal-driven life, how to avoid the pitfalls of substance abuse and the importance of preventing all forms of domestic abuse.

Vinnie Fusco, General Manager of SMC was the top fund raiser at Curtain Call's recent "Dancing with the Stars" fundraiser to support the Stamford not-for-profit theatrical organization, and Tracie Wilson sits on the boards of the Stamford Chamber of Commerce, Stamford Center for the Arts and the Stamford Downtown Special Services District.

"The welcome we have received from local business and charitable organizations in Stamford has been overwhelming, and we will continue to do our part in serving this community," said Wilson. "We are at home in Stamford."

"Every time we look outside and see a line of people that traveled to Stamford to see our shows, we know the film tax credit is doing exactly what it was designed to do."

-Tracie Wilson, Senior VP of Programming and Development, NBC Universal's Stamford Media Center

Upcoming panel discussion on the developing opportunities in online video industry

On Wednesday, March 9, 2011, CT Digital Media along with Kantar Video, Connecticut Technology Council and Connecticut Venture Group will be hosting a networking and panel discussion around the developing opportunities in the online video industry.

Business professionals such as Bill Lederer, CEO of WPP's Kantar Video, and Steve Ronson, EVP of Digital Media at A&E Television Networks, will be in attendance to discuss the state of online and multi-screen video, and where the

best opportunities are for content creators, distributors, advertisers, entrepreneurs and investors.



Anyone who is willing to take advantage of this opportunity will gain expert advice and insight into the field of online media.

- The event is being held on the 4th Floor of the WPP/

The Kantar Group at 501 Kings Highway E in Fairfield, CT.

- The attendance fee, which includes dinner, is \$35.00.
- The event runs from 6:00 to 9:00 p.m., with the networking portion beginning at 6:00 p.m. and the panel discussion at 7:00 p.m.
- For registration details, please visit ctdmmarch2011.eventbrite.com.

Connecticut Production Coalition

Spotlight On: Jeff Kujan

Connecticut Film Industry Training Program Graduate

1. How did you hear about the Connecticut Film Industry Training Program (FITP)?

In 2008, my professor at Norwalk Community College (NCC) was able to get me and nine other students into the program, free of charge. At that time, very little was known about FITP and the film tax credit program. Both programs have grown tremendously in such a short period of time since then.

2. What was your experience like with FITP, and what benefits of the program could you share with potential students?

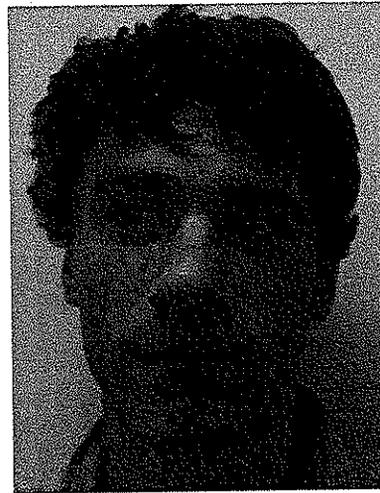
I was a student of the Location Management concentration. What attracted me to the concentration was searching and exploring for places to film. FITP is great because it's highly concentrated; I would recommend that other students choose the department that is most appealing to them.

Also, meet as many people as you can. There are people I was in the program with that I still talk to and am close with. That's important. A week after the program, I directed a short film and most of the crew were students of the program whom I had just met. Everyone was still in film-making mode and super eager to help me. It was great, I'll always remember that.

3. How has FITP benefited your career?

During the summer of 2010, I got a job working as a Locations Scout for the film "The Greatest Movie Ever Made," a

low-budget independent film. I was recommended by a friend, and my only credential was my participation in FITP. I scouted for two weeks and was then employed as a Locations Assistant for the duration of the shoot, which was June through July, and two weeks of re-shoots in late September.



4. How do you feel about the growth of the film and digital media industry in Connecticut as a result of the film tax credit program?

I think the industry is a good thing for our state's economy; jobs are added, goods and services are supplied by local businesses and the final product is widely distributed. The entertainment industry as a whole isn't going anywhere, so let's keep productions in Connecticut - I know I, and other young professionals like me, want to stay involved right here in our home state.

5. With the implementation of the film tax credit program, more and more productions have been made in-state. Do you feel this has allowed more students and recent graduates to get hands-on experience?

It certainly has - students and recent graduates need the opportunity to work in order to figure out which direction they want to go. The more hands-on experience they have, the easier this will be. The training program, like any scholastic environment, can only provide so much. You have to work on an actual production, make mistakes, think on your feet and experience the fast pace.

6. Why do you think the FITP has been so successful?

It shows that our state cares and is committed to the growth and development of the industry and its workers. It's very diplomatic in a way; productions from out of state see that the state they are planning on filming in is matching their efforts by working to provide a local work force. It's just a smart idea.

7. What has your experience been like on the set of the TBS sitcom, "Are We There Yet?"

2010 was a big year for me in terms of my production career. Last year, I worked as an Art Department PA on the production for the upcoming film "We Need to Talk about Kevin." *CONT p4*

"I know I, and other young professionals like me, want to stay involved right here in our home state."

-Jeff Kujan, 2008 FITP Graduate

Share your news

If you have production news that you would like featured in a future CPC newsletter, please email info@productionct.com.



FITP grad finds place in CT production industry

CONT FR p3 What interests me about the Art Department is that it takes a lot of creativity and vision.

Immediately after this job, I worked the locations gig on "Greatest Movie" and am

proud to say that a number of the locations I scouted and secured made it into the film.

A few days later I received a call from the Production Designer for "Are We There Yet?" offering me a job as a PA in the Art Department. I can honestly say it is one of the most amazing parts of my life right now.

in Connecticut will save them money as well as pump money into our economy. The FITP helps our residents become a part of this industry and the state should support it anyway it can.

9. Where would you like to see FITP in five years?

I hope it is still around and growing. I hope to see it as a tool used by out of state productions that are looking to employ a local work force. I want to see FITP graduates be first in line for jobs when they become available. The program provides real training, by real professionals. Any graduate deserves the opportunity to work on a real production if they put the time into completing the FITP.



8. What do you think is the biggest challenge facing FITP?

The challenge is money. The state has to be willing to pay for this program that is working, year after year, as well as the film tax credit program. Production companies are always looking for ways to save money, and filming

Monroe-based Java Express thrives as a result of Connecticut's TV and film productions

In 2000, brothers Kirk and Pat Shouvin created Java Express, a home basement startup operation using only one van to deliver coffees to only a handful of clients. Today, the company markets many coffees, water and office supplies to offices throughout Fairfield and lower New Haven Counties. Currently they lease over 6,200 square feet of office and warehouse space in Monroe, with several trucks and full-time employees, serving over 1,000 clients.

As coffee suppliers, the Shouvin brothers know the importance of the early morning (and afternoon and evening) caffeine buzz for television and film crews. As a result, Java Express has significantly benefitted from the movement of several major television and film productions to Connecticut



as a result of Connecticut's film tax credit program.

"We have found the crew members to be high energy and very enthusiastic," said Kirk. "We like to believe that we help contribute to their high level of success on the sets."

Java Express has provided coffee, brew systems, water, administrative office supplies, computer accessories and office equipment for

many productions since the implementation of the tax credit, including "The Big C," "Revolutionary Road," "Rachel Getting Married," "Everybody's Fine," "Away We Go" and "Are We There Yet?". The company competes

against larger, out-of-state vendors, and relies heavily on word-of-mouth referrals from productions.

"When we do a great job for a production, they tell their friends," said Pat. "It's amazing to watch our business grow with each new production that comes to the state."

To find out more about Java Express, please visit www.javaexpress.biz.

"It's amazing to watch our business grow with each new production that comes into the state."

-Pat Shouvin, co-owner of Java Express

Showtime's "The Big C" wins Golden Globe Award, receives two nominations

The Big C, SHOWTIME's original series starring Emmy-award winning actress Laura Linney, received a Golden Globe Award for Best Performance by an Actress in a Comedy Series, and a nomination for Best Comedy Series for its highly rated first season.

Linney, who starred in the Oscar-winning film, *Mystic River*, and HBO's *John Adams* – previous winner of 4 Golden Globes – plays the role of Cathy, a wife, mother and schoolteacher living in the suburbs of Minneapolis. After being diagnosed with terminal cancer, Cathy is forced to reevaluate the safe, practical choices she has made her entire life. Emmy and Tony-nominated actor, Oliver Platt, who appeared in Ron Howard's *Frost/Nixon* and has had recurring guest roles on *West Wing* and *Nip/Tuck*, plays Cathy's husband, Paul, who is unaware of his wife's illness.

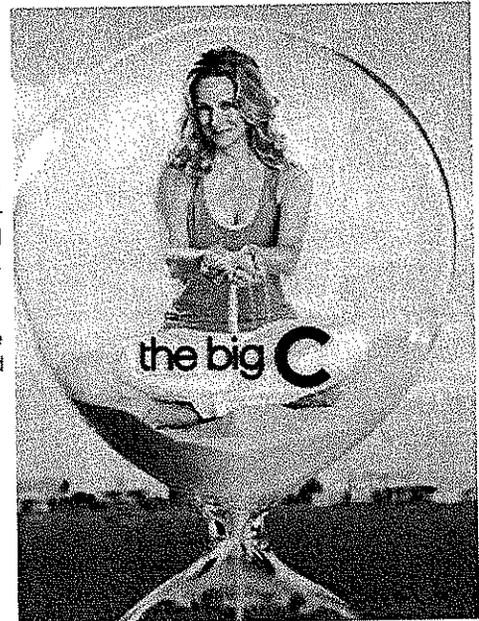
6.5 million people tuned in to watch the premiere of *The Big C*, making it SHOWTIME's highest rated original series premiere in 8 years, accord-

ing to a November 16th press release from the network. As a result of these ratings and the continued success of the series throughout its first season, SHOWTIME announced it will pick up *The Big C* for a second season.

The first season of *The Big C* was shot primarily at Connecticut Film Center and in and around the city of Stamford, which has seen a boost in interested television productions since the implementation of the State's film, television and digital media tax credit. In its January issue, *Movie-Maker Magazine* ranked Stamford the sixth-best place for filmmakers above Boston, Seattle and Philadelphia. Shot primarily at Connecticut Film Center's new 155,000 sq. ft.

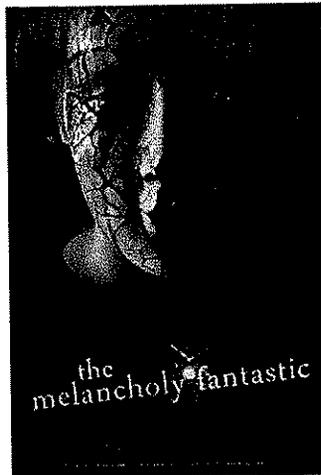
facility, located on seven acres in Stamford, each episode of *The Big C* generates \$1.5 million in production costs, including construction of sets and other utilities expenses, which have stimulated the local economy by generating traffic for nearby businesses.

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Connecticut indie filmmaker supports his state's film industry

Independent filmmaker A.D. Calvo, who was raised in Stamford, Connecticut and currently resides in Wallingford, is one of the many directors, producers, and writers that have thrived in Connecticut as a result of the State's sustained film



industry. Acting as both writer and director, Calvo runs his own production company, Goodnight Film, which produces low-budget independent films.

Calvo's first film, 2007's *The Other Side of the Tracks*, tells the tale of a

young man whose life was turned around when his high-school sweetheart was tragically killed in a train accident. Calvo's latest film, *The Melancholy Fantastic*, is a dark holiday fantasy in what the writer/director calls a combination of 1978's *Magic* with Anthony Hopkins and 2007's *Lars and the Real Girl* with Ryan Gosling. The film was recently submitted to several festivals and is currently in the review process.

Calvo acknowledges that he would not have *CONT p6*

CPC

Connecticut Production Coalition

*Building a New
Industry in
Connecticut*

We're on the web!
www.productionct.com

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Local independent filmmaking prospers as a result of film tax credit

CONT FR p6 had such success without the help of Connecticut's film, television and digital media tax credit program. His films were made exclusively within the state and he employed an almost entirely Connecticut-based crew.

"Establishing a career for oneself in any area of the film industry takes considerable time," said Calvo. "It requires the success of one project to move on to the next. Therefore, it's important for



A.D. Calvo, owner of
Goodnight Films

our legislators to look to the future and keep the tax credit in place, while we continue to build an industry that is attractive to young professionals and recent college graduates."

Calvo supports local talent and consistently takes advantage of students from the state's Film Industry Training Program. Conveniently located between New York City, Boston and Rhode Island, Calvo believes Connecticut's film industry can provide employment for an abundance of recent graduates.

"Our small, independent projects are a great way for them to get unique, hands-on experience," said Calvo. "Filmmaking is a way to leave something behind for others - and what better place to produce movies than in our home state?"

To view the trailers or get more information on *The Other Side of the Tracks* and *The Melancholy Fantastic*, visit www.theothersideofthetracksmovie.com and www.melancholyfantastic.com. For more information on Goodnight Film, visit www.goodnightfilm.com.

How Can You Help? CONTACT YOUR LEGISLATORS!

We are constantly asked how someone can help grow the film and digital media industry and generate jobs. Right now, and we mean RIGHT NOW, if you have not already done so you should send an email to each of your state legislators (State Senator and State

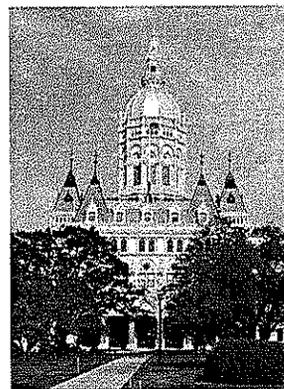
Representative). We've made it easy for you: Go to

www.productionct.com

and click on the tab that allows you to contact your legislators. At this site you can figure out who your legisla-

tors are and get their contact information. There is even suggested content for your note, although you should try to personalize it as much as you can if

you have an extra minute. Regardless, the most important thing you can do is make your voice heard in this legislative process. Please do it today!



Connecticut Production Coalition