

Finance, Revenue, Bonding Committee Testimony - March 7, 2011
Public Testimony - Kirk Shoumlin, Java Express

Good afternoon, Senator Daly, Representative Widlitz and members of the Finance Committee.

My name is Kirk Shoumlin and I am the CFO of Monroe based Java Express.

I am testifying today in regards to the Governor's Revenue Recommendations in Section 6 of Senate Bill 1007, and the Digital Media and Motion Picture Tax Credit Program.

At Java Express we supply coffee, water, water coolers, coffee brew systems, break room supplies and office supply products. What started out in May of 2000 as a business run by my brother Pat and I, out of the basement of my house, has grown into 6,000 square feet of office and warehouse space, serving over one thousand clients in Fairfield and lower New Haven Counties. In addition, we now own five trucks and employ ten employees.

Since the inception of the film tax credit in 2006 we have been one of the leading providers of coffee and water supplies to productions filming in Connecticut, including the Showtime series "The Big C," the TBS TV series "Are We There Yet?" and a number of movies including "Revolutionary Road," "Rachel Getting Married," and "Everybody's Fine." As coffee suppliers, we understand the importance of the early morning, (and afternoon and evening), caffeine buzz, which is crucial in keeping television and film crews energized throughout a sometimes grueling production schedule. In a typical week, an average production will order thirty jugs of water and three cases of coffee in addition to beverage supplies such as cups, lids, coffee stirrers, etc. Productions often also everything from paper clips to office furniture from us. This translates into approximately \$1,200.00 in revenue per production per week.

It's been great to watch our business grow with each new production that has set up shop in Connecticut. We strongly support the continuation of the film, television and digital tax credits, which have had a tremendous impact on our business, and are continuously creating jobs and supporting local businesses both within and outside the film industry.

Thank you.