

PLEASE SUPPORT **HB 771 Content manufacturing tax credit; removes sunset for the motion picture credit, redesignates credit.**

Virginia is one of 40 states/territories that utilize incentives for film and television projects, and it's easy to see why. A single production can bring hundreds of lucrative, highly-skilled jobs to a region—from set-builders to electricians to truck drivers.

But when compared to other states jockeying for the same economic development projects, Virginia has fallen behind. In recent years, many of our counterparts have strengthened their incentives to diversify their economies—particularly in the wake of the Covid pandemic and the recent film industry strikes. While Georgia, North Carolina, and Maryland adapt to a changing marketplace, Virginia remains relatively stagnant. It's time to change that.

The Lights, Camera, Jobs Act ([HB 771](#) and [SB 251](#)) is bipartisan legislation intended to take a new approach to make Virginia more economically competitive in the region.

By raising our annual funding cap to \$50M, Virginia would be right in line with the average incentive packages in the South and Mid-Atlantic.

VIRGINIA MASSIVELY TRAILS THE COMPETITION.

HB 771 (Herring) and SB 251 (Hashmi) make our annual incentives comparable to other states in the region.

- Virginia ranks 32nd out of 40 states or territories that use these funds nationally
- Virginia ranks 10th out of 11 states in the South and Mid-Atlantic.
- \$62.5 million: the average annual funding cap nationally
- \$49.4 million: the average annual funding cap in the South and Mid-Atlantic

MISSED OPPORTUNITIES

We simply cannot compete with other states. And as a result, we lose highly-skilled workers—many of whom went to school or received training in Virginia—to other states where a steadier career is more feasible.

OAKWOOD ARTS IS A NONPROFIT RUNNING A WORKFORCE DEVELOPMENT PROGRAM IN FILM & TV CALLED OA JET (JOB EDUCATION TRAINING) OA JET is a technical training and job placement program in Richmond for emerging creatives from backgrounds that are under-represented in the industry. This program focuses on developing an employment pathway to positions in television and film productions for youth and young adults.



OA JET Cohort 3 members working alongside industry mentors during short film training project, Ninki Nanka, June 2023.

In February 2023, Oakwood Arts has partnered with the **Virginia Department of Labor** to establish the Virginia's **first registered apprenticeship** offering a career pathway in the field of **motion picture and video production.**

OA JET BY THE NUMBERS

JAN 2021 - AUG 2023

"I feel like OA JET has given me so many opportunities that I don't feel like I would have ever gotten on my own."

-Elexiss Allison
OA JET participant,
Cohort 3

15

of full-time jobs OA JET participants have received through our program

45

of participants in OA JET Program from the start

12

of career paths in the film industry covered in OA JET training

>\$700,000

Total reported income earned by OA JET participants working on film, commercials, and television sets

93

% of OA JET participants from backgrounds currently underrepresented in creative industries

60

of crew positions OA JET participants filled on union productions since the start



"Local 487, IATSE is proud to be working with Oakwood Arts on creating opportunities to place participants of their program on all Union productions in Virginia."

-David M. O'Ferrall, Business Agent, IATSE Local 487

*Oakwood Arts is a 501c3 non-profit