



Overland Park Chamber™

To: Senator Renee Erickson and Members of the Senate Commerce Committee
From: Kevin Walker, Senior Vice President of Public Policy
Overland Park Chamber of Commerce
Date: 2 February 2023

Senator Erickson and members of the committee, thank you for the opportunity to submit testimony in support of SB 91. Today I offer this testimony on behalf of the Overland Park Chamber of Commerce and Visit Overland Park – our partner and official marketing organization for our city.

The legislation before you will assist Kansas in competing for lucrative film, television, gaming, and other high-tech, high-demand entertainment services. We are currently one of 13 states that do not offer this type of incentive. Without it, we are fighting an uphill battle to bring these projects into our state. This legislation allows us to change that outlook.

A recent recounting of expenditures for the award-winning movie, *Gone Girl*, showed that Missouri enjoyed more than \$5.5 million in direct financial impact after accounting for the \$2.4 million they offered in tax credits to the production. The production expenditures included everything from hotel rooms, office space, and location fees to transportation, utilities, and catering. These are direct expenditures to businesses of all kinds that call Missouri home.

If Kansas wishes to compete for similar projects and enjoy the rewards, it is imperative that we position Kansas to be considered by the entertainment industry. Without a tax credit in place, we simply will not make the cut. Not only will we leave money on the table, but we will also miss out on the opportunity to market our state like no advertising campaign ever could.

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We all know that Kansas offers the energy of urban and suburban settings, the beauty and expanse of rural vistas, and everything in between. It is time for our state to be among the states that compete for these valuable entertainment production opportunities. It is time for Kansas to offer a film production tax credit.

We encourage the committee to act favorably on SB 91.