

OFFICE OF THE GOVERNOR
STATE OF MONTANA

STEVE BULLOCK
GOVERNOR



MIKE COONEY
LT. GOVERNOR

June 4, 2019

Reed Hastings, CEO
Netflix Incorporation
100 Winchester Circle
Los Gatos, CA 95032

Dear Mr. Hastings:

I first would like to commend you for speaking out against the highly restrictive anti-choice bill recently passed in Georgia, and I appreciate the companies that have vowed to support the ACLU and others as they fight the legislation in court. If your company is looking for an alternate location to film in the future, I hope you will consider Montana.

Unlike some elected officials in Georgia, I trust women to make their own healthcare decisions. During my most recent legislative session, I vetoed every bill that interfered with that choice and throughout my time as Governor of Montana, I have always defended a woman's right to make her own healthcare decisions.

Besides being a state that values privacy and personal autonomy, Montana is a vast and diverse state with spectacular unspoiled nature spread across its nearly 150,000 square miles. Our recreation opportunities, prevalence of wildlife, and dramatic natural features are unparalleled. Our scenic features span snowcapped peaks, dense forests, alpine lakes, badlands and plains. Montana's "golden hour" rivals that of any location in the world. Montana remains full of accessible wide-open spaces and truly lives up to its nickname as the Last Best Place.

We've also worked hard to make sure Montana has an inviting business climate. We consistently rank among the top 10 states for best business tax climate and continually rank among the top states in the nation for entrepreneurship and startup activity. Montana does not have a sales tax and location fees and permits are inexpensive. Montana also boasts a hardworking and skilled labor force and 600 film industry professionals are based in the state.

From classic movies like *A River Runs Through It* and *Rancho Deluxe* to more recent films like *The Ballad of Lefty Brown*, *Nebraska*, and the TV series *Yellowstone*, Montana is a welcoming and ideal place to film your next project.

Most importantly, I recently signed legislation to create a generous tax credit for film productions in Montana. The law provides for a 20% production expenditure transferable tax credit, with additional components that can increase the credit to a maximum of 35% of total base film production investment. Those add-on incentives can include:

- 25% of compensation for Montana resident crews
- 15% of compensation for non-Montana resident crew
- 30% of compensation paid to students
- 20% of above the line compensation per production or television series season, with ceiling
- 15% of compensation paid to actors
- 10% of payments to Montana colleges or universities
- 10% of all in-studio facility and equipment rental expenditures • 5% of expenditures in a high poverty county
- 25% of post-production wages (Not applicable until 2021)
- 5% for Montana screen credit

Knowing that our state shares your core values, I encourage you to choose Montana as a supporting character in your next production. If you decide to pursue filming in Montana, you'll have my full support to make doing business here simple, affordable, and an award-winning experience you can only find under the Big Sky.

Sincerely,



STEVE BULLOCK
Governor