

Tips for Monetizing Your Production Incentives, by Joe Chianese

There are currently over 40 U.S. jurisdictions and over 30 other countries and regions that offer production incentives. The incentives include rebates, grants, and refundable and transferable tax credits. You can monetize the incentives in two ways:

- Finance your incentive upfront
- Receive your credit, grant, or rebate after you produce your film

Below are some helpful tips from *Joe Chianese, EVP of EP Financial Solutions* on how you can take advantage of these incentives.

- **How do I choose a jurisdiction for production or post-production?**

There's not one jurisdiction that is better than another – there are a number of factors that go into making the decision on where to shoot. Aside from the obvious script's needs and incentive's monetary benefit, choose a jurisdiction with consistent and reliable incentive laws, administration and funding. Read the details of a jurisdiction's legislation by visiting the local film office's website. There's a comparison tool at www.entertainmentpartners.com/incentives

- **How do I obtain an incentive from a jurisdiction?**

You must submit an application and be approved. Keep in mind that there may be a pre-certification process, a lottery system for selecting applicants, or minimum spend and/or stage requirements. Other jurisdictions have specific reporting requirements, cultural tests, or 3rd party audit requirements.

- **How do I finance my incentive upfront?**

Production incentive financing is simply a loan collateralized by the incentive. All incentives – tax credits, rebates, and grants – can be financed. Select a lender that is knowledgeable about production incentives and finance. They will help you determine the value of your incentive and identify which costs may qualify. It's important that the lender also monitor your production costs throughout to ensure accuracy.

- **If I opt for the incentive after I produce my film, when will I receive it?**

Each jurisdiction has a different timeline. Once all the requirements have been satisfied, receipt of the money depends on the type of incentive, the amount, and possibly the year in which the funding was allocated. Keep these timelines in mind when narrowing down your jurisdiction selections.

The EP Financial Solutions [website](#) is a great resource to help navigate the world of production incentives. You can connect with Joe Chianese at jchianese@entertainmentpartners.com or 1.818.955.6242.

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