



Empire State Development

MUSICAL AND THEATRICAL TAX CREDIT – ANNUAL REPORT CALENDAR YEAR 2020

Empire State Development (ESD) oversees administration of the Empire State Musical and Theatrical Tax Credit Program.

The Program is designed to encourage musical and theatrical production companies to conduct pre-tour activities, technical rehearsals and to perform shows at locations in Upstate New York, home to some of the premier regional venues for musical and theatrical production.

The Program provides incentives for qualified production companies to conduct technical rehearsals and other pre-tour activities and perform shows in qualified regional theaters throughout Upstate NY. The Program requires the use of these Upstate entertainment venues, making them competitive with other venues located in the Northeast States that offer similar tax incentives to musical and theatrical productions produced on Broadway.

Program credits of \$4 million per year can be allocated and used to encourage companies to perform and conduct technical rehearsals and other pre-tour activities in Upstate New York, helping to stimulate local economies. Production companies may be eligible to receive a fully refundable credit of 25 percent of qualified production and transportation expenditures.

This report reflects activity during calendar year 2020. The information presented includes the number of productions that applied and projected spending and estimated credits for qualified production projects deemed eligible to participate in the Program.

Empire State Development

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INITIAL APPLICATIONS

ESD accepts initial applications on a rolling basis and reviews them when deemed complete. A preliminary eligibility determination is made for all applications that meet the criteria set forth in statute and regulations and applicants are required to submit a final application once projects are finished. This report reflects initial applications submitted in 2020.

During calendar year 2020, initial applications for five musical and theatrical productions were submitted. These projects estimate:

- \$12.8MM in production expenditures related to the qualified production facilities, including labor
- \$603,503 in additional expenditures in NYS, including transportation, travel and hotels.
- 343 hires by the qualified touring productions
- 70 hires by the qualified production facilities
- \$3,341,442 in tax credits.

FINAL APPLICATIONS

When a project is completed, a final application must be submitted for review and audit by ESD before a credit is issued. Additional information is required to be disclosed about the name of the company receiving the tax credit, the amount of tax credit issued, and the credit eligible hours and wages for each project issued a credit. In 2020, three tax credits were issued.

PROJECT	COMPANY	CREDIT ELIGIBLE HOURS	CREDIT ELIGIBLE WAGES	TOTAL QUALIFIED COSTS	TAX CREDIT AMT.
Finding Neverland (2017)	FNL Touring	41,596	\$1,122,301	\$2,906,446	\$726,611
Spamalot	Schlip Schlap, LLC	4,143	\$188,678	\$688,092	\$172,023
Cinderella	A Lovely Night, LLC	11,315	\$274,376	\$614,679	\$153,670