The U.S. entertainment industry is concentrated in New York City and Los Angeles—while a cluster of smaller hubs are scattered in states and cities throughout the country. **Missouri has more than 11,000 professionals working in the motion picture and commercial production industry.** Its colleges and universities offer 38 film and digital media programs to future industry and community leaders.

Entertainment is a manufacturing industry that serves as an economic driver in both the short- and long-term. But tight production budgets require producers to search for the most cost-friendly filming locations, and incentives help secure these productions. In turn, these productions secure jobs and dollars.

**Sampling of recent opportunities MISSOURI LOST because it did not offer an incentive program:**

**Sharp Objects**

HBO TV series by Kansas City native Gillian Flynn, who is also producer for the series, starring Academy Award-nominated actress Amy Adams and directed by Emmy winner Jean Marc Vallee. The series filmed in California and Georgia, even though it is set in Missouri. The show debuted in 2018. Ms. Flynn and the producers are willing to give testimony for a film incentive program for Missouri. Average direct spend—$350,000/day in Georgia.

**Thank You For Your Service**

Amblin Entertainment film from the award-winning screenwriter of *American Sniper*, Jason Hall, about five real life Missouri-area veterans of the Iraq war. Based on a true story and filmed in Atlanta in 2016. Distributed by Dreamworks. **$10.3 million** direct spend in Georgia.

**Ozark**

Netflix TV series released in 2017 and was one of the top four streaming shows of the summer. Missouri native/show creator Bill Dubuque (*House of Cards*), who worked in the Ozarks as a teenager, was inspired to set a fictional story there. The show stars Jason Bateman and Laura Linney, both of whom were nominated for 2018 Golden Globe and SAG awards for their performances. The series filmed primarily in Georgia, using two lakes to represent Lake of the Ozarks.

**Three Billboards Outside Ebbing, Missouri**

Comedy-crime drama film released in 2017 to critical acclaim, capturing Oscar, SAG and Critics Choice awards, starring Francis McDormand, Woody Harrelson and Sam Rockwell. **$15 million** direct spend in North Carolina.

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**MISSOURI FILM & MEDIA INDUSTRY**

*U.S. Bureau of Labor Statistics, Sept. 12, 2017*
DIRECT SPEND AVERAGES*

- **Feature Film (Studio)**
  $125,000 – $260,000/day

- **Independent Feature Film**
  $15,000 – $110,000/day

- **TV Series**
  $7,500 – $300,000/day

- **Commercial**
  $25,000 – $150,000/day

- **Corporate/Web Video**
  $15,000 – $35,000/day

*Source: Association of Film Commissioners International

PRODUCTION EXPENDITURES

- Hotel and Motel Lodging
- Passenger Car and Van Rental/Transportation
- Property expenses, Location Fees
- Gear and equipment
- Crew and Cast Salaries
- Full-Service Restaurants and Catering
- Security and Patrol Services
- Taxi and Limo Services
- Printing and Sign Services
- Venues for Meetings/Events
- Office Rental & Office Supplies
- Housewares and Antique Stores
- Lumber/Hardware Stores
- Gasoline Stations and Convenience Stores
- Attractions (sports, music, museums, parks, other tourist activities, nightlife, etc.)

MISSOURI ON SCREEN

- Cape Girardeau
  $7.9M spend in MO
  4,000 room nights
  Oscar-nominated

- SW Missouri
  $800K spend in MO
  4 Oscar nominations

- St. Louis
  $12M spend in MO
  6 Oscar nominations

- Primarily filmed in GA
  Only 6 days in MO
  Golden Globe nominations

- St. Louis
  Image Award Winner
  NAMIC Winner

- Kansas City
  BAFTA winner
  Jury Prize at Cannes

MISSOURI STORIES
GOING TO GEORGIA

Over the last 10 years, Georgia has seen a steady increase in direct spend from $67.7 million in 2007 to **$2.7 billion** in 2017. As a result, over 41,000 people are working in the manufacturing entertainment industry.

— Governor Nathan Deal, 2018