

Film Development Fund

01-25-07

## **Suggestions for Florida Bankers getting involved in financing independent film productions.**

### **Private Investors**

Using a hypothetical budget of one million dollars:

The Producers, via an LLC or LPS, obtain 5 investors with an excellent credit and net worth. Each investor puts up \$40,000.00 cash (total \$200,000.00) and agree to sign a promissory note or obtain an iron clad L.C. (letter of credit) from their bank for \$160,000.00 each.

The designated bank (a bank designated by the State of Florida) accepts the 5 promissory notes or L.C.'s and loans the production company \$800,000.00 for a 2 year period. Said monies are disbursed like a builders construction loan, such as pre-production, commencement of principal photography, end of principle photography, post production.

The bank receives 100% of all revenues received from distributors, plus interest, until repaid.

If within 2 years the bank has not received 100% of their loan, plus interest, then the bank can call upon the investors promissory notes or L.C.

To pay off the loan, the investors, via the L.C. then obtain first position.

### **State of Florida Finance Fund:**

The Florida State fund set aside for independent production would work very similar to the private investors fund, except the State would not put up cash monies, but guarantee the designated state bank loan for 2 years. If the film does not return all monies to the bank, then the fund will pay off the bank, and receive first position in all further revenues until guarantee is paid.

In said 2 year period, the fund can invest in interest bearing T bonds or C.D., etc. Naturally, the producers must build into his one million dollar budgets, interest for 2 years to the bank, and any bank charges.

These 2 methods, both private and states monies, would greatly increase Florida independent production and help build an inter-structure of producers, directors and writers, etc.

William Grefe

## NEW MEXICO FILM INVESTMENT LOAN PROGRAM

### SYNOPSIS:

New Mexico offers a loan, with participation in lieu of interest, up to \$15 million per project (which can represent 100% of the budget) for qualifying feature films or television projects. Terms are negotiated and budget must be at least \$1 million.

### KEY REQUIREMENTS:

- Script must meet Eligibility requirement\*
- The film must be wholly or substantially shot in New Mexico (at least 85% of principal photography)
- A guarantor for the principal amount of the loan must be in place (See Step Five for a description of the necessary qualifications of acceptable guarantors)
- A signed distribution contract from a reputable and appropriate distributor for significant rights must be in place (See Step Seven for more details on distribution)
- 60% of Below-the-Line (BTL) payroll must be allocated to New Mexico residents

### PROCEDURES:

#### STEP ONE:

Contact Director of the New Mexico Film Office, or Deputy Director to initiate process.

NOTE: There is no actual application - this is a process of submitting information.

#### STEP TWO:

Fill out the [Film Production Company Registration](#) form and fax to New Mexico Film Office:

#### STEP THREE:

Submit script to the New Mexico Film Office. Please note that we read scripts for content and locations purposes *only* so that we may determine the following:

- \*Eligibility requirement: The State of New Mexico's incentive program is limited by statute and regulation to avoid excessive or gratuitous violence or sexual content, hard language, drug abuse, culturally sensitive material

or a combination of some of the above. The Film Office will make a determination of eligibility based upon these elements.

- Viability of project for New Mexico: suitable locations (storyline does not need to be New Mexico specific - we can double for many locations), a budget that will reasonably cover scope of project.

*Preferred method for sending script: Final Draft via email to [jennifer@nmfilm.com](mailto:jennifer@nmfilm.com)*

OR hard copy to:

Jennifer Schwalenberg, Deputy Director  
New Mexico Film Office  
418 Montezuma Avenue  
Santa Fe, NM 87501

*Please include all contact information.*

After the script has been read and it has been determined that it will meet the Eligibility requirement, the Film Office will call or email to let you know the status and to discuss locations. *As you await word from the Film Office regarding the Eligibility requirement, please continue to gather the information for your package as described below.*

#### STEP FOUR:

Contact Jon Hendry, Business Agent for IATSE Local 480 and all other unions and guilds associated with the project to determine the availability of New Mexico crew during your proposed production schedule. This is imperative for determining that you'll be able to fulfill the 60% BTL requirement to New Mexicans. You may be in touch with Jon Hendry at any point during this process, but it is imperative to make contact at this juncture, as Local 480 will make up the bulk of your BTL crew.

#### STEP FIVE:

When you have a GUARANTOR, contact Greg Kulka of the State Investment Council (SIC) via email for verification of acceptability.

The guarantor must be prepared to issue the requisite guarantee to the State of New Mexico pending SIC approval and be one of the following:

- (i) a U.S. based corporate entity with at least an investment grade credit rating (BBB or better) from either Moody's or Standard & Poor's
- (ii) a U.S. based bank with at least an A credit rating capable of issuing an irrevocable letter of credit
- (iii) another substantial and solvent U.S. based entity that is acceptable to the State Investment council, which applies standards similar to those of Moody's and Standard's & Poor's

Greg Kulka, State Investment Council: [greg.kulka@state.nm.us](mailto:greg.kulka@state.nm.us)

After Greg has approved your guarantor, you may proceed to Step Six.

#### STEP SIX:

Submit to Director of New Mexico Film Office:

- Full budget
- Production schedule

Note: It is understood that the budget and schedule are preliminary and subject to change up until the time of approval of the loan

*Preferred method for sending budget & schedule: Movie Magic via email to [lisas@nmfilm.com](mailto:lisas@nmfilm.com)*

OR hard copy to:  
Lisa Strout, Director  
New Mexico Film Office  
418 Montezuma Avenue  
Santa Fe, NM 87501

#### STEP SEVEN:

When you have DISTRIBUTION in place, contact the State of New Mexico's Film Advisor via email for acceptability: [filmadvisor@state.nm.us](mailto:filmadvisor@state.nm.us)

Distributors (Distribution is a statutory requirement although every medium or territory does not have to be accounted for.) The State is seeking vindication in the commercial marketplace that the contemplated motion picture is a viable and commercial production. Thus, there is a requirement that there be a signed distribution agreement in place in respect of a sufficiently economically significant media and/or territories such that the film in question is clearly a viable commercial product. The distribution agreement must be with an appropriate, experienced and economically stable distributor. The distributor must be approved by the Film Advisor, and the distribution agreement must be for a significant territory that supports revenue estimates covering a substantial part of the budget. For example, having foreign distribution in place and shopping domestic distribution after completion of the film is acceptable, but having a back-up plan for the domestic marketplace should that effort fail is then essential. Increasingly, the Film Advisor is emphasizing domestic marketing and distribution because of recent changes in the global marketplace.

The Film Advisor also needs the distributor's track record and financials, unless they are well known in the industry, and the same information regarding any sales agent, who might count as a distributor.

#### STEP EIGHT:

Our Film Advisor, contracted by the State of New Mexico, will help you to prepare your package. He (not you) will write a Recommendation ([see included Sample](#)) which, upon completion, will be presented at two hearings\* you must attend in Santa Fe, NM: the Private Equity Investment Advisory Committee (PEIAC), which usually meets the second Wednesday of each month, and the State Investment Council (SIC), which typically meets the fourth Tuesday of each month.

*\*Please see "What to Expect at your Hearing"*

Our Film Advisor must have completed and submitted your Recommendation eight days prior to each hearing. A Recommendation document takes approximately 25 - 50 hours of work to complete; therefore you must submit your full package requirements to our Film Advisor at least 30 days prior to the next scheduled meeting of the PEIAC. Ultimately, our Film Advisor will determine which month your project will be presented.

*Note: The services provided by our Film Advisor are of no cost to your production; however, if you are approved for the Film Investment Loan, you are responsible for associated legal fees that can range from \$25,000-\$40,000. See "When you can expect the funds".*

After distribution has been approved by our Film Advisor (Step Seven), he will need the following information:

1. The approved guarantor from the State Investment Council for the principal amount of the loan (from Step Five)
2. Top sheet from the budget
3. The number of shoot days and locations in New Mexico (if shooting takes place elsewhere, the Film Advisor needs to know where and how many days)
4. Synopsis
5. Cast list (with credits)
6. Producers and Executive Producers (with credits)
7. Director (with credits)
8. Writer (with credits and underlying source material, if any)
9. A viable completion bond commitment (if delivery is a precondition to payment by the guarantor from paragraph 1 above)
10. Information about the production company applicant (who owns, any assets, etc.)

11. Information about how the financing that supports the bank guarantee works and who is supplying it
12. The material terms of distribution and written confirmation from the relevant distributors that this project is being distributed by them
13. A marketing plan (which may be subsumed under the distribution agreement)
14. Substantiated low, medium and high projections (these need to be based on some meaningful and objective basis, preferably by the relevant sales agent or distributor as to the film's performance). The entire world does not have to be accounted for, and we can make the approval contingent on securing a limited number of identified elements. The Film Advisor also needs to see what the production company receives and what it is required to pay out before recoupment or profits are generated. You should show the revenues and costs in a mini-spread sheet.
15. How many years from funding you are requesting the loan's outside date for payback (not to exceed 4-5 years, normally not more than 3 years for film) Note: the State can recoup behind the distributor and the equity investors (where there is equity in addition to the loan), but if it does not recoup its principal, then the guarantee of principal is called.
16. If applicable, source of additional equity.

Please note that the requirements listed above do not guarantee that you will receive a film loan. The PEIAC has the full discretion to determine whether or not to recommend a film to the SIC for additional consideration and final determination.

Any questions, please contact: [filmadvisor@state.nm.us](mailto:filmadvisor@state.nm.us)

*Since the loan will not bear interest, the State takes an appropriate piece of the post-breakeven revenues in lieu of interest.* The State needs the above information to make a business decision as to whether this is an appropriate vehicle for the SIC to deploy its investment capital. The decision is discretionary with the State. No one individual has the authority to approve a loan, and that power, totally discretionary, is vested solely with the SIC. Commercial viability is the most significant factor that the SIC will examine.

*The other incentives, such as the Tax Rebate Program, are administered directly by the New Mexico Film Office (505-827-9810), not our Film Advisor.*

#### STEP NINE:

Lisa Strout, Director of the New Mexico Film Office, will need the following pieces of information to complete your package.

- Copy of full budget
- Copy of full shooting schedule

- One or two sentence synopsis of story
- First New Mexico prep date
- First New Mexico shoot date
- How many days of shooting in New Mexico
- What city you plan to base production
- New Mexico Locations: the Film Office needs to verify that the production (principal photography) will take place "wholly or substantially" (at least 85%) in New Mexico, broken down by cities or regions. Aside from New Mexico, where else are you shooting and how many days?
- Estimated expenditure in New Mexico (include pre & post)
- What unions and guilds you are signatory to (IATSE, WGA, DGA, SAG, Teamsters)
- Key Positions held by New Mexicans (or those you believe will be held by New Mexicans)
- Crew Spreadsheet: a Below-the-Line spreadsheet, including rates and total salary for each BTL crew member for the run of the production. New Mexico hires, including their name, must be clearly indicated.
- Crew Count:  
 Total number of BTL Crew members:  
 Total number of BTL New Mexico Crew:  
 Total number of BTL Distant Hire Crew:  
  
 Total BTL Payroll: \$  
 Total BTL New Mexico Crew Payroll: \$  
 Total BTL Distant Hire Payroll: \$  
  
 Total Percentage BTL New Mexico Crew Payroll: %  
 Total Percentage BTL Distant Hire Payroll: %
- Crew Letter: After your contract is completed with Jon Hendry, IATSE Local 480, he will write the Film Office a letter stating that he believes you will make the 60% of BTL New Mexico crew requirement. As the IATSE technicians make up the bulk of crew, this is the only letter required and will be part of your package.

What to Expect at your Hearings:

Once our Film Advisor has determined your package is complete and has issued a Recommendation, he will determine which month he will present your project at the two hearings you (producer and/or director) must attend.

The First Hearing:

The Private Equity Investment Advisory Committee (PEIAC), which usually meets the second Wednesday of each month  
 Location: State Investment Council, Santa Fe, NM

## The Second Hearing:

The State Investment Council (SIC), which typically meets the fourth Tuesday of each month.

Location: Governor's Office, State Capitol Building, Santa Fe, NM

*Hearings are generally held at 9:00 am, so please plan to arrive in New Mexico the evening prior to your hearing.*

## What happens at the hearings:

- Our Film Advisor will be there to represent your project and describe the financials and structure of the deal
- Lisa Strout will be in attendance and give testimony to the rating, the 60% BTL crew requirement, the "wholly or substantially shot in NM" requirement, affiliations with unions, and number of shoot days, etc...
- Greg Kulka, State Investment Council, may answer questions from Council Members about your project
- You (producer and/or director) will be asked to briefly speak on behalf of your project: story line, creative elements, etc...

*Note: These are public hearings and Press will be present*

Council Members will vote in your presence as to the approval/disapproval of the loan.

If you're approved at the PEIAC hearing, you will attend the SIC hearing two weeks later and the process will be the same.

## When you can expect the funds:

If you've been approved at the second (SIC) hearing, plan on 5 - 8 weeks for your funds to become available, dependent upon satisfying the terms of the agreement. Immediately upon approval by the State Investment Council, applicants will be required to fund the \$25,000 - \$40,000 State legal fee commitment that is required to be paid in connection with the expected implementing paperwork, as instructed by the Film Advisor.

*Note: If you are approved for the loan and then decide not to take it, you are still responsible for the associated legal fees for the preparation of the final loan documents.*

**Film Investment Program**  
**Outstanding Loans**  
 Since Inception through December 31, 2006

| Project Name                                | Date Approved | Loan Amount          | Maturity Date | Participation Percentage | Total Film Budget    | Guarantor                              | Borrower  | Comments  | Current Rating |
|---|---------------|----------------------|---------------|--------------------------|----------------------|--|---|---|----------------|
| <i>Bordertown</i>                           | 06/28/05      | \$2,350,000          | 03/31/06      | See Note <sup>(1)</sup>  | See Below            | Refundable Film Production Tax Credits | Mobius Entertainment/Bordertown Productions, Inc. | <b>Not Yet Paid.</b> Project will need to Refile for Tax Credit. Default Interest Rate Being Charged. | <b>FPTCL</b>   |
| <i>Elvis Has Left the Building</i>          | 08/26/03      | \$7,500,000          | 10/31/07      | 6.00%                    | \$8,000,000          | Union Bank of California LOC           | Harmony Productions (UK) Limited                  | Released Straight to DVD. Rating downgraded from C+. No Domestic Theatrical Release.                  | <b>C</b>       |
| <i>Seraphim Falls</i>                       | 10/25/05      | \$15,000,000         | 01/31/08      | 5.00%                    | \$18,024,702         | Comerica Bank LOC                      | Icon Productions                                  | Expected Release Date January 26, 2007  | <b>B+</b>      |
| <i>Bordertown</i>                           | 06/28/05      | \$12,650,000         | 11/14/08      | 10.00%                   | \$21,053,000         | Union Bank of California LOC           | Mobius Entertainment/Bordertown Productions, Inc. | Expected Release Date February 2007   | <b>B+</b>      |
| <i>Wanted: Undead or Alive</i>              | 01/25/06      | \$3,798,410          | 12/22/08      | 17.00%                   | \$3,798,410          | Comerica & JP Morgan Chase LOCs        | UOA, LLC  | Post Production   | <b>A-</b>      |
| <i>Living Hell (The Horror Chronicles)</i>  | 01/26/06      | \$3,858,646          | 12/30/08      | 17.00%                   | \$3,858,646          | Comerica & JP Morgan Chase LOCs        | Horror One, LLC                                   | Post Production   | <b>B</b>       |
| <i>Buried Alive (The Horror Chronicles)</i> | 06/27/06      | \$3,450,001          | 01/06/09      | 17.00%                   | \$3,450,001          | Comerica & JP Morgan Chase LOCs        | Horror Two, LLC                                   | Post Production   | <b>B</b>       |
| <i>Employee of the Month</i>                | 02/28/06      | \$13,002,694         | 03/30/09      | 10.15%                   | \$13,002,694         | Lionsgate                              | Lions Gate Entertainment                          | Released 10/6/06. Rating downgraded from A. \$30 million Theatrical Gross Below Estimate.             | <b>B+</b>      |
| <i>Funny Farm</i>                           | 10/25/05      | \$12,420,000         | 04/17/09      | 20.00%                   | \$12,420,000         | RBC Centura Bank LOC                   | Scion Productions Ltd. / Funny Farm Financing     | Not Yet Released  | <b>B</b>       |
| <i>Wildfire - The Series - Season 1</i>     | 06/28/05      | \$15,000,000         | 10/14/10      | 11.00%                   | \$16,687,000         | Lionsgate                              | Lions Gate Entertainment                          | Year 1 Series completed first run September 2005  | <b>A</b>       |
| <i>Wildfire - The Series - Season 2</i>     | 11/22/05      | \$15,000,000         | 03/28/11      | 11.00%                   | \$21,775,000         | Lionsgate                              | Lions Gate Entertainment                          | Year 2 Series completed first run April 2006  | <b>A</b>       |
| <i>Wildfire - The Series - Season 3</i>     | 06/27/06      | \$15,000,000         | 09/18/11      | 11.00%                   | \$22,514,009         | Lionsgate                              | Lions Gate Entertainment                          | Year 3 Series Debuted January 1, 2007   | <b>A</b>       |
| <i>In the Valley of Elah</i>                | 10/24/06      | \$15,000,000         | 12/28/09      | 10.25%                   | \$22,900,000         | CitiBank LOC                           | Summit Entertainment                              | Production Started 12/4/06  | <b>A</b>       |
| <b>Total Outstanding</b>                    |               | <b>\$134,029,751</b> |               |                          | <b>\$167,483,462</b> |  |   |   |                |
| <b>Total Capacity<sup>†</sup></b>           |               | <b>\$219,193,364</b> |               |                          |                      |  |   |   |                |
| <b>Total Outstanding + Total In Closing</b> |               | <b>\$154,064,575</b> |               |                          |                      |  |   |   |                |
| <b>Remaining Capacity</b>                   |               | <b>\$65,128,789</b>  |               |                          |                      |  |   |   |                |

<sup>†</sup> 5 Per Cent of the Market Value of the Severance Tax Permanent Fund

Note<sup>(1)</sup> *Bordertown* will pay simple interest of 4.32%, no participation. Default rate is 9.32%

**Film Investment Program**  
**Matured and Paid Loans**  
 Since Inception through December 31, 2006

| Project Name         | Date Approved | Loan Amount         | Maturity Date | Participation Percentage | Total Film Budget   | Guarantor                              | Borrower   | Comments   | Current Rating |
|----------------------|---------------|---------------------|---------------|--------------------------|---------------------|--|--|--|----------------|
| <i>Blind Horizon</i> | 11/26/02      | \$4,780,000         | 02/07/05      | 5.00%                    | \$5,500,000         | Comerica Bank LOC                      | Blind Horizon Productions, Inc.  | Released as Showtime Original Movie.   | <b>C</b>       |
| <i>Wildfire</i>      | 10/26/04      | \$4,094,897         | 04/07/08      | 5.00%                    | \$4,094,897         | Lionsgate                              | Lions Gate Entertainment   | <b>Paid Off Early.</b> Shown as Two Hour Premiere Episode.                           | <b>A</b>       |
| <i>Cruel World</i>   | 04/27/04      | \$1,700,000         | 07/16/06      | 5.00%                    | \$1,700,000         | Wells Fargo Bank LOC                   | The Experiment Productions, LLC  | Not Yet Released. Replacing International Distributor.                               | <b>C</b>       |
| <i>First Snow</i>    | 01/25/05      | \$7,300,000         | 08/14/06      | 3.00%                    | \$7,300,000         | Imperial Capital Bank                  | Bob Yari Productions/Happy Ending Productions/First Snow Productions   | Expected Release Date March 23, 2007   | <b>B+</b>      |
| <i>The Flock</i>     | 09/19/05      | \$2,300,000         | 11/10/06      | See Note <sup>(2)</sup>  | \$32,000,000        | Refundable Film Production Tax Credits | BMS Picture Two, Inc.  | <b>Paid Off Early.</b> Earned \$93,330.10 Interest. Expected Release Date March 2007 | <b>FPTCL</b>   |
| <i>Suspect Zero</i>  | 07/23/02      | \$7,500,000         | 12/12/06      | 2.50%                    | \$27,000,000        | Union Bank of California LOC           | SZ Productions, Inc. & IM Film Produktions and Vertriebs Gmbh & Co. KG | Released Theatrically Fall 2004. Released on DVD Spring 2005                         | <b>C</b>       |
| <b>Total Matured</b> |               | <b>\$27,674,897</b> |               |                          | <b>\$77,594,897</b> |  |  |  |                |

**Ratings Legend  
for pages 1 through 4**

**A** - Returns Principal, High Potential Upside Participation  
**B** - Returns Principal, Average Potential Upside Participation  
**C** - Returns Principal, Minimal Potential Upside Participation  
**D** - Returns Most Principal

**F** - Returns Little Principal  
**N/A** - Expired or Withdrawn Deal  
**FPTCL** - Tax Credit Loan, Pays Interest, No Participation

Note<sup>(2)</sup> *The Flock* paid simple interest of 4.98%, no participation

**Film Investment Program**  
**Loans In Closing**  
**As of December 31, 2006**

| Project Name               | Date Approved | Loan Amount         | Maturity Date | Participation Percentage | Total Film Budget   | Guarantor                | Borrower                                      | Comments  | Current Rating |
|----------------------------|---------------|---------------------|---------------|--------------------------|---------------------|--------------------------|---|---|----------------|
| <i>Gideon's Gift</i>       | 10/24/06      | \$5,034,824         | 3 Years       | 22.30%                   | \$5,034,824         | Washington Mutual<br>LOC | Promenade Pictures / Global<br>Creative Media | Pre-Production Starts 1/8/07.<br>Production Starts 2/19/07. | <b>B+</b>      |
| <i>Wildfire - Season 4</i> | 12/14/06      | \$15,000,000        | 5 Years       | 11.00%                   | \$23,241,985        | Cash Escrow or LOC       | Lions Gate Entertainment                      | Year 4 Series Production starts<br>January 29, 2007         | <b>A</b>       |
| <b>Total In Closing</b>    |               | <b>\$20,034,824</b> |               |                          | <b>\$28,276,809</b> |                          |   |   |                |

**Film Investment Program**  
**Other Loans Approved but Never Closed**  
**Since Inception through December 31, 2006**

| Project Name                                    | Date Approved | Loan Amount | Maturity Date | Participation Percentage                           | Total Film Budget | Borrower                                       | Comments  | Current Rating |
|---|---------------|-------------|---------------|--|-------------------|--|---|----------------|
| <b><u>Expired Loans</u></b>                     |               |             |               |  |                   |  |   |                |
| <i>Latin Queens of Comedy</i>                   | 06/30/04      | \$1,303,683 | 3 Years       | 6.00%  | \$1,700,000       | Payaso Entertainment, Inc.                     | Unable to find guarantor                        | N/A            |
| <i>Walkout</i>                                  | 07/27/04      | \$7,500,000 | 5 Years       | First \$1mm profit then 50%. 3.67% Annual Interest | \$9,600,000       | Esparza-Katz Productions, Inc.                 | Unable to find guarantor                        | N/A            |
| <b><u>Withdrawn Loans</u></b>                   |               |             |               |  |                   |  |   |                |
| <i>A Night in Old Mexico</i>                    | 04/27/04      | \$7,500,000 | 3 Years       | 5.00%  | \$12,000,000      | A Night in Old Mexico, LLC                     | Unable to complete additional financing         | N/A            |
| <i>Believe In Me</i>                            | 07/27/04      | \$3,500,000 | 3 Years       | 5.00%  | \$7,000,000       | Believe Productions, LLC                       | Declined financing from SIC                     | N/A            |
| <i>Zero Dark Thirty (The Horror Chronicles)</i> | 02/28/06      | \$3,199,722 | 2-1/2 Years   | 17.00%   | \$3,300,000       | Horror Three, LLC                              | Cancelled                                       | N/A            |
| <i>Love Lies Bleeding</i>                       | 04/04/06      | \$8,677,465 | 2 Years       | 25.00%   | \$8,677,465       | Samdel Pictures, LLC / Love Lies Bleeding, LLC | Lost distributor. Looking for new distribution. | N/A            |

# Film Investment Program

## Economic Impact as of December 31, 2006

| Project Name   | Loan Amount          | Total NM<br>Below the<br>Line Payroll | Total New<br>Mexico Crew | Total Spent<br>in New<br>Mexico |
|--|----------------------|---------------------------------------|--------------------------|---------------------------------|
| <i>Suspect Zero</i>                                    | \$7,500,000          | \$1,500,000                           | 121                      | \$5,400,000                     |
| <i>Blind Horizon</i>                                   | \$4,780,000          | \$787,000                             | 107                      | \$3,100,000                     |
| <i>Elvis Has Left the Building</i>                     | \$7,500,000          | \$1,268,000                           | 132                      | \$4,600,000                     |
| <i>Cruel World</i> <sup>(1)</sup>                      | \$1,700,000          | \$334,000                             | 48                       | \$700,000                       |
| <i>Wildfire</i>  | \$4,094,897          | \$1,039,000                           | 117                      | \$3,017,880                     |
| <i>First Snow</i>                                      | \$7,350,080          | \$968,000                             | 85                       | \$1,903,003                     |
| <i>Bordertown</i>                                      | \$15,000,000         | \$2,455,000                           | 137                      | \$18,203,431                    |
| <i>Wildfire - The Series - Season 1</i>                | \$15,000,000         | \$4,063,000                           | 212                      | \$14,500,000                    |
| <i>The Flock</i>                                       | \$2,300,000          | \$4,201,022                           | 235                      | \$17,042,467                    |
| <i>Funny Farm</i>                                      | \$11,675,000         | \$1,239,872                           | 71                       | \$3,286,493                     |
| <i>Seraphim Falls</i>                                  | \$15,000,000         | \$2,987,866                           | 263                      | \$9,486,516                     |
| <i>Wildfire - The Series - Season 2</i> <sup>(2)</sup> | \$15,000,000         | \$5,791,970                           | 163                      | \$13,500,000                    |
| <i>Wanted: Undead or Alive</i>                         | \$3,800,801          | \$972,678                             | 153                      | \$2,734,289                     |
| <i>Living Hell (The Horror Chronicles)</i>             | \$3,859,823          | \$1,192,737                           | 139                      | \$2,664,525                     |
| <i>Buried Alive (The Horror Chronicles)</i>            | \$3,403,876          | \$990,534                             | 119                      | \$2,120,279                     |
| <i>Employee of the Month</i> <sup>(2)</sup>            | \$13,002,694         | \$1,394,961                           | 124                      | \$7,000,000                     |
| <i>Wildfire - The Series - Season 3</i> <sup>(2)</sup> | \$15,000,000         | \$6,000,000                           | 174                      | \$15,000,000                    |
| <i>Wildfire - The Series - Season 4</i> <sup>(2)</sup> | \$15,000,000         | \$6,200,000                           | 184                      | \$15,000,000                    |
| <b>Totals</b>  | <b>\$160,967,171</b> | <b>\$43,385,640</b>                   | <b>2,584</b>             | <b>\$139,258,883</b>            |

<sup>(1)</sup>AKA *The Experiment*

<sup>(2)</sup>Estimates

Note: All Dollar Amounts are Actual Dollars Spent. **No** Multiplier Effect Has Been Calculated.