



STARLINER STUDIOS BUFFALO

And Western New York

ABSTRACT

Response to Mayor Byron Brown's RFP

Dante D'Anthony

Chronos Productions Motion Picture Studios

Contents

From Mayor Byron W. Brown’s RFP..... 3
Some Initial thoughts in response: 3
1. Creation of a multi-year strategic plan to make Buffalo a more attractive destination for the film industry; 3
2. Organization and execution of lobbying and advocacy efforts to: a. Increase New York State tax incentives for pre-production, production, and postproduction activities in Buffalo; b. Establish a film tax exemption for purchases made in Buffalo;..... 4
5. Identification of new funding, incentives, technical assistance, and infrastructure (editors, equipment rental, process trailers, transportation, etc.) for soundstage 4
Possible Locations of dedicated Film District & Specs on Studio Build: 5
1. Motion capture Full Studio 5
2. Wave tank: Studio 5
3. Green screen soundstage Sound Stage 1..... 6
4. Data center and studio..... 6
5. R&D facility and tooling workshop 6
Transportation DOT tie in for infrastructure improvements and Major Landscape architectural and street improvements, and Belt line..... 6
3. Formal analysis of Buffalo’s current film industry jobs and the development of quantifiable job growth goals; 7
• ESTABLISHMENT OF KEY SISTER-CITY PRODUCTION COMPANY PARTNERSHIPS IN INDIA, CHINA, AND EUROPE 7
• Studio management Partnership with Pinewood Studios. 7
4. Promotion of Buffalo’s film assets, capabilities and opportunities to production companies 7
Survey, registration-actionable and interactive website..... 7
NEW ONLINE STREAMING MEDIA CHANNEL FOR BUFFALO AND AFFILIATED PRODUCTIONS 7
6. Establishment of a local workforce development/apprenticeship program for in-demand film jobs;.. 7
Establishment of new Accredited Film School, tied in to all High School and existing University programs, at the Central Terminal..... 7
7. Development of new alliances with national airlines and other corporate partners to help lower the cost of bringing productions to Buffalo; 7
Private dedicated air, rail, and truck service with Toronto specifically to streamline cross border movement of material and personnel 7
8. Promotion of Buffalo’s pioneering 19th and 20th century architecture as filming locations. 8
Survey digital image library of locations (interior & exterior) regionally 8

Current local professionals & assets list 8

Location library with visual references for entire region 8

Automotive lists for available period vehicles 8

Digital & post production lists..... 8

Coordinating of all existing recording and film facilities into potential pipeline relationships..... 8

Current Local proposed and Active projects..... 8

P&A and production funds targeted for Major and mini-major studios with contract caveat dedicated co-production of # of regional productions per year 8

Streaming media channel. 8

Merchandising manufacturing that can be quickly and competitively established tied into to IP and franchising..... 8

Cobranding list 8

Establishment of several local core production company brands and the organization for productions to work under those brand umbrellas. Coordinating of all academic programs and scholarships with High Schools, Junior Colleges, Colleges, and Universities. 8

Closing Thoughts 9

From Mayor Byron W. Brown's RFP

Matters for which the City may require advice, counsel, recommendations, and representation include but are not limited to:

1. Creation of a multi-year strategic plan to make Buffalo a more attractive destination for the film industry;
2. Organization and execution of lobbying and advocacy efforts to: a. Increase New York State tax incentives for pre-production, production, and postproduction activities in Buffalo; b. Establish a film tax exemption for purchases made in Buffalo;
3. Formal analysis of Buffalo's current film industry jobs and the development of quantifiable job growth goals;
4. Promotion of Buffalo's film assets, capabilities and opportunities for production companies;
5. Identification of new funding, incentives, technical assistance, and infrastructure (editors, equipment rental, process trailers, transportation, etc.) for soundstage development and enhancement in Buffalo;
6. Establishment of a local workforce development/apprenticeship program for in-demand film jobs;
7. Development of new alliances with national airlines and other corporate partners to help lower the cost of bringing productions to Buffalo;
8. Promotion of Buffalo's pioneering 19th and 20th century architecture as filming locations.

Some Initial thoughts in response:

1. Creation of a multi-year strategic plan to make Buffalo a more attractive destination for the film industry;

- **Logistical, physical, financial, distribution and ancillary merchandising:**

The creation of distinct physical infrastructures, digital infrastructures, and corporate branding goals for the purpose of establishing relationships for the region to all the important Distribution chains;

Domestic,

Foreign

Ancillary.

Potential merchandising and manufacturing of related Intellectual property. (Toys, clothing etc.).

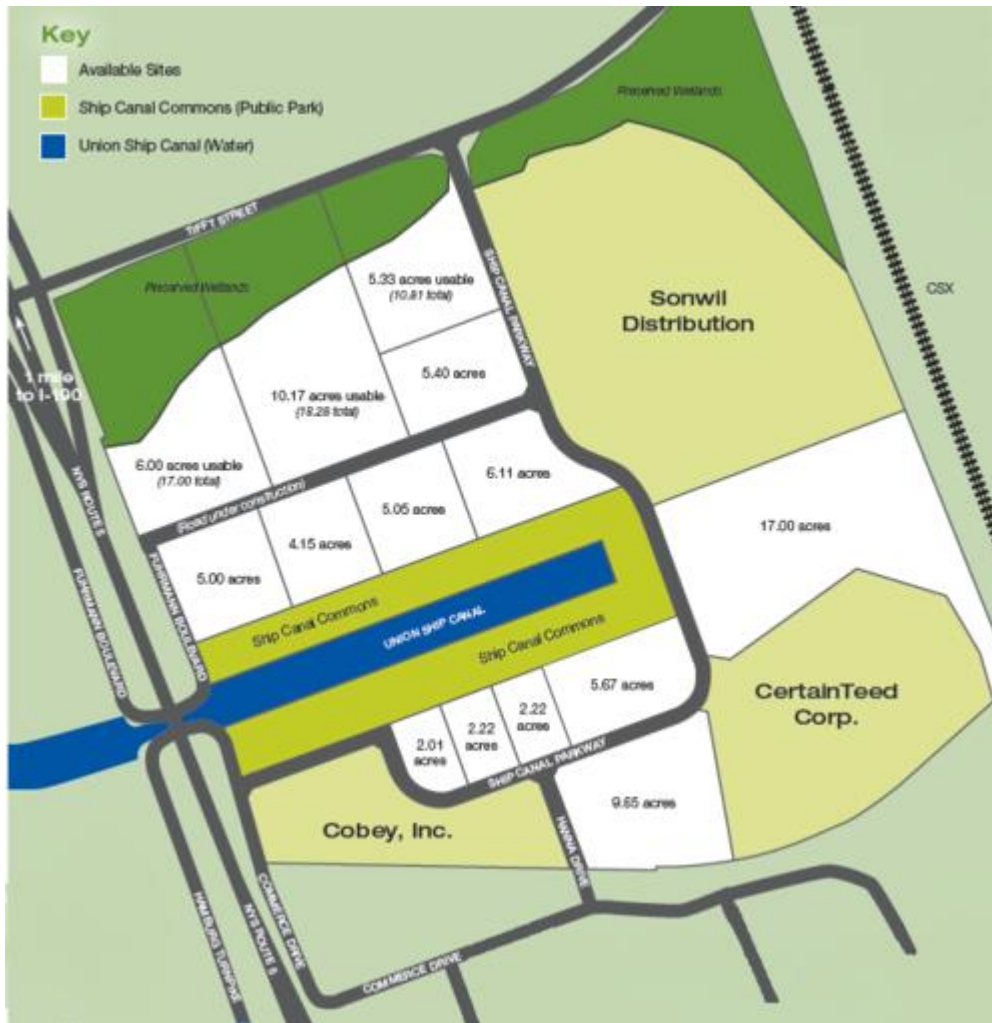
2. Organization and execution of lobbying and advocacy efforts to:
 - a. Increase New York State tax incentives for pre-production, production, and postproduction activities in Buffalo;
 - b. Establish a film tax exemption for purchases made in Buffalo;

5. Identification of new funding, incentives, technical assistance, and infrastructure (editors, equipment rental, process trailers, transportation, etc.) for soundstage

Establish Studio build and related Bond Fund, requiring long term Commitment-possible new State backed revenue bonds offered through NYC or other Investment Banks. Tax-free municipal revenue bonds, five year revolving fund. \$500M structured \$300M P&A, \$100M Studio build, \$100M production funding.



Possible Locations of dedicated Film District & Specs on Studio Build:
Central Terminal Broadway Bailey area. South Buffalo/Lackawanna Steel Plant Area



1. Motion capture Full Studio: 9,500 to 12,000 square feet with 90' to 100' height
Horizontal Stage: 30' x 45' with 5' to 10' border Vertical Stage: 30' x 45' but with 30'
border on top and 15' on the bottom with airbag and safety gear on the bottom and
12' on the sides for scaffolding, Rigging for vertical action and normal wire stunts
Cameras as per proposal Control room Catwalk 1200 AMP Camlock System (estimate)
Green Room / Talent Lounge Hair & Makeup / Wardrobe Conference Room
Production Offices Kitchen & Dining Storage

2. Wave tank: Studio: To be determined but think 12,000 to 15,000 square feet Stage
Size: 80' x 100' x 10' Wave machine computer controlled Dump Tanks Green Wall
Artificial Snow & Rain Capabilities Rigging for wire stunts Motion Cameras to be
proposed Control room Catwalk 1200 AMP Camlock System (estimate) Green Room /
Talent Lounge Hair & Makeup / Wardrobe Conference Room Production Offices
Kitchen & Dining Storage

3. [Green screen soundstage Sound Stage 1 – 6,500 sq ft. 24' x 100' Pre-lit Cyclorama Wall Motion Capture Animation / Visual Effects Control Room Green Room / Talent Lounge Hair & Makeup / Wardrobe Conference Room Production Offices Kitchen & Dining Storage Edit Bay ADR / Isolation Room Artificial Snow & Rain Capabilities 1200 AMP Camlock System Wire Stunts Green Room / Talent Lounge Hair & Makeup / Wardrobe Conference Room Production Offices Kitchen & Dining Storage 400 AMP Catwalk Camlock System](#)

4. [Data center and studio wide 100 GbE connectivity Renderfarm Data and digital asset storage Management servers Business servers Artist work areas with workstations and digital rotoscoping capability Conference rooms, Break areas and Generators for the facility.](#)

5. [R&D facility and tooling workshop](#)

Transportation DOT tie in for infrastructure improvements and Major Landscape architectural and street improvements, and Belt line

- [CRA \(Community Redevelopment Area\) for the film district.](#)
- **Continuing the Creation of large scale sound stages and ancillary services organized adjacently.**
- **Transportation nodes and plan for the arrival of large numbers of trucks and equipment.**
- **Hotel and residential services for visiting film productions.**
- **Food services specific to production crews.**
- **Warehousing**
- **Possible tie in with transportation of equipment, crews and students around the city with the revived [Buffalo Belt line](#) . This could have a practical use for the rapid movement around the city, and additionally period rail cars would provide additional film elements.**
- **Dedicated digital servers and archiving.**
- **Possible relationship with new artists' lofts district-Broadway Baily East Side & Central Terminal.**
- **Distinct identifiable branding for all related facilities and Educational programing.**
- **Distribution lists-establish a strong formal relationship of organization with the various Distribution companies.**
- **Domestic Distribution**
- **Foreign Distribution**
- **Ancillary markets**

3. Formal analysis of Buffalo's current film industry jobs and the development of quantifiable job growth goals;

- ESTABLISHMENT OF KEY SISTER-CITY PRODUCTION COMPANY PARTNERSHIPS IN INDIA, CHINA, AND EUROPE (* Greece-[Stratton Leopold](#) of Chronos has served as consultant to the film Industry in Greece).-would allow for quicker total build up for actual production capabilities and cost competitiveness, the opportunity to share in various film incentive programs there.
- Studio management Partnership with Pinewood Studios.

4. Promotion of Buffalo's film assets, capabilities and opportunities to production companies;

Survey, registration-actionable and interactive website **registration with WIX style formatting for Industry professionals to showcase themselves in an organized format**

NEW ONLINE STREAMING MEDIA CHANNEL FOR BUFFALO AND AFFILIATED PRODUCTIONS

(This will allow a baseline of assurance of distribution of various properties, and the steady accumulation of advertising revenue).

6. Establishment of a local workforce development/apprenticeship program for in-demand film jobs;

Establishment of new Accredited Film School, tied in to all High School and existing University programs, at the Central Terminal.

7. Development of new alliances with national airlines and other corporate partners to help lower the cost of bringing productions to Buffalo;

Private dedicated air, rail, and truck service with Toronto specifically to streamline across border movement of material and personnel.

8. Promotion of Buffalo's pioneering 19th and 20th century architecture as filming locations.

The creation of accessible online archives:

- Survey digital image library of locations (interior & exterior) regionally
- Current local professionals & assets list
- Location library with visual references for entire region
- Automotive lists for available period vehicles
- Digital & post production lists

Coordinating of all existing recording and film facilities into potential pipeline relationships.

Current Local proposed and Active projects

P&A and production funds targeted for Major and mini-major studios with contract caveat dedicated co-production of # of regional productions per year
Streaming media channel.

Merchandising manufacturing that can be quickly and competitively established tied into to IP and franchising.

Cobranding list

Establishment of several local core production company brands and the organization for productions to work under those brand umbrellas. Coordinating of all academic programs and scholarships with High Schools, Junior Colleges, Colleges, and Universities.

Closing Thoughts

Some of these numbers may seem high. In respect to establish a competitive and viable clean industry with a worldwide market and multiple revenue streams, they are not. Some of the tangential relationships-the Belt line and the new Film Arts district around the Terminal, may seem to be stretching the scope of action's relationships-they are not when placed into the long view of how the Film Industry once mobilized can transform the future of the city. The State backed the Erie Canal and very shortly it was a different city altogether. The Federal government backed the Railroads and very shortly it was the Modern nation we have come to know. This is not a Buffalo Renaissance-it is an evolution and a transformation.

In the Nineteenth Century the State had the vision and the foresight to create the Erie Canal. A century of a plethora of fabulous and wonderful firsts, an amazing unimagined series of wonders ensued, carrying well into the 20th Century. Well planned, cosmopolitan, and technologically forward thinking; the arts, sciences, industry, and social progress took place here in a practical and beautiful way.

The changes in the industrial base in the mid and late 20th century reversed that prosperity.

The same vision and foresight the State shown with the creation of the Erie Canal can be shown again. We need to be again; well planned, cosmopolitan, and technologically forward thinking. We can then once again see the city and region's arts, sciences, industry, and social progress that took place here in a practical and beautiful way. Repeating this thought is intentionally

Contemporary Global Media Production can have a significant role in determining the quality of life for the region in a way it has not as yet.

-Dante D'Anthony