



LOCATION: HAWAII

WE'RE READY TO WORK!

- ▶ Non-Profit org. Network of experienced, bilingual local coordinators & production managers.
- ▶ Support foreign film, TV, and commercial productions filming in Hawai'i.
- ▶ Provide full production services from planning to wrap.
- ▶ What HIFA Does.
- ▶ Visa compliance & documentation. From O, I, to P Visas for key foreign crew and/or talent.
- ▶ Crew housing & logistics.
- ▶ Location scouting & assisting with permits.
- ▶ Hiring local crew to casting through local agencies.
- ▶ Procuring equipment with established local rental companies.

- ▶ Huge surge in foreign productions filming in Hawai'i.
- ▶ Strong demand primarily from Japanese media companies.
- ▶ HIFA members helped coordinate features, TV, commercials, to print ads.

- ▶ In 1986, a Japanese crew was deported at airport. Immigration would not allow the use of the tourist visa
- ▶ HIFA was created to assist with complex U.S. visa requirements (H-1 visas)
- ▶ Local Immigration office then approved for H-1 to be processed here in 1 week (not counting interview/processing w/ Embassy in Tokyo)
- ▶ Then processing for the H-1 was moved to California
- ▶ Processing time: 2+ months
- ▶ Created delays and barriers for most productions

- ▶ HIFA worked with:
 - ▶ State & Federal agencies
 - ▶ Local unions
 - ▶ Congressional delegation
 - ▶ INS (Immigration & Naturalization Service)
 - ▶ GOAL: streamline production access while protecting U.S. jobs here.

- ▶ Created in the mid-1980s for Hawai'i
- ▶ Reduced processing time to ~10 days
- ▶ Enabled visiting productions to come in with visa waivers under existing Visa Waiver Business Program.
- ▶ Allowed faster entry for foreign productions.

- ▶ Must meet strict eligibility criteria
- ▶ Must not displace American workers
- ▶ Required documentation:
 - ▶ HIFA approval letter
 - ▶ Union letter(s)

- ▶ Applies to cast and crew
- ▶ Workers must be paid from their home country (e.g. Japan)
- ▶ Ensures compliance with U.S. labor regulations. Sponsoring HIFA member must be signatory to local unions, i.e. IATSE, IBEW, & SAG-AFTRA.
- ▶ IMPACT:
 - ▶ Made Hawai'i more competitive for international productions
 - ▶ Strengthened collaboration between industry and government
 - ▶ Supported growth of the local film industry



2015: pilot programs issued 140

TOTAL EXPENDITURE=	\$8,140,877
Est. production budget=	\$6,102,900
Est. spend on hotels & meals=	\$2,037,977

2016: pilot programs issued 143

TOTAL EXPENDITURE=	\$9,277,200
Est. production budget=	\$5,571,200
Est. spend on hotels & meals=	\$3,706,000

2017: pilot programs issued 152

TOTAL EXPENDITURE=	\$12,333,541
Est. production budget=	\$10,162,500
Est. spend on hotels & meals=	\$2,171,041
From S. Korea:	1

2018: pilot programs issued 143

TOTAL EXPENDITURE=	\$8,021,250
Est. production budget=	\$6,359,200
Est. spend on hotels & meals=	\$1,662,050
From S. Korea:	1

2019: pilot programs issued 177

TOTAL EXPENDITURE=	\$8,948,500
Est. production budget=	\$6,868,100
Est. spend on hotels & meals=	\$2,080,400
From S. Korea:	3
From Australia:	3

Over 150 different productions per year between 2015 to 2019

generating millions in direct spending into our Hawai'i economy!

AN ABRUPT, AND STILL UNEXPLAINED END...

- ▶ On March 11 2020, at the Daniel K. Inouye International airport, HIFA's long accepted Film/Video Pilot Program was suspended. Six Japanese nationals were deported immediately. Subsequently another 12 were deported on the 12th. Both groups were from Japan and were crew members, of two large anticipated commercial productions, all with approved HIFA waiver letters.
- ▶ HIFA was told by the airport director of U.S. Customs and Border Protection, Honolulu office, that the Waiver program was not being acknowledged at that time and that only current immigration law will be accepted.
- ▶ Also not clear as to why some crew members were allowed entry and others were denied. Again, all possessed same HIFA letter. Multiple inquiries were made (to CBP) yet no clear justification has yet to be voiced; reason given, "due to privacy laws".
- ▶ CBP director stated "...all film crews should obtain "I", "O", or "P" visas for lawful entry." Honestly, the "I" visa reserved to small news crews that typically hire just one local. The "O" visa would take lengthy time and much expense to process; largely only features films have the advance time and attorney fees for that. All other forms of productions do not have the typical 2-4 month wait time nor legal funds (typically needed for "O-1" visas). About 98% of productions only get a 2~3 week notice (after the job is awarded to them).
- ▶ When did CBP decide to no longer honor the program? CBP allowed entry to another group just the day before. If CBP was planning on shutting down the program, HIFA should have been notified in advance to prevent clients from being deported.

- ▶ These unfortunate events resulted in high financial losses and, subsequently, deteriorated years of trusted relationships with high-end foreign client businesses.

LOST revenue data: late 2022~early 2023

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HIFA LOST Project LIST				
HIFA jobs lost due to NO Pilot Program since 10/2022 to 02/2023				
Date	Name Of Project	Production Company/ TV Station	Hawaii Expenditure	HIFA Member Company Name
10/25/2022	Kuishinbo Banzai	FUJI TV	\$50,000.00	Magic Island Productions,Inc.
11/4/2022	JAL Hawaii	5s Productions	\$70,000.00	Magic Island Productions,Inc.
11/25/2022	L.G. Time	Tower Film	\$120,000.00	Magic Island Productions,Inc.
11/30/2022	Reality TV Show	Abema TV	\$63,000.00	Key Crew Productions
12/11/2022	Asahi-Frutzer	TOHOKUSHINSHA	\$320,000.00	Magic Island Productions,Inc.
12/26/2022	Netflix K-Drama	NETFLIX- Korea	\$500,000.00	K-Hawaii Films
12/26/2022	Volcano Documentary	EBS (Korea)	\$100,000.00	K-Hawaii Films
12/27/2022	Another Sky (October)	NTV	\$50,000.00	ABEE'S INC
12/27/2022	Another Sky (December)	NTV	\$40,000.00	ABEE'S,INC
12/28/2022	ANA (Airlines)		\$300,000.00	Production Partners Inc.
12/28/2022	House Foods (Java Curry)	Black Ship	\$300,000.00	Production Partners Inc.
12/28/2022	UCC (Coffee)	Taiyo Kikaku	\$250,000.00	Production Partners Inc.
12/28/2022	World Heritage	TBS	\$58,000.00	HT Project, Inc
12/28/2022	JAL Web	One Bud	\$62,000.00	HT Project, Inc.
12/28/2022	Daihatsu	TFC	\$140,000.00	HT Project, Inc.
12/28/2022	JAL commercial		\$183,000.00	HT Project, Inc.
12/28/2022	H.I.S. Web promo	T601	\$70,000.00	HT Project, Inc.
12/28/2022	UCC Coffee	Taiyo Kikaku	\$124,000.00	Production Partners/HT Project, Inc
12/28/2022	JAVA Curry	Black Ship	\$260,000.00	Production Partnes/HT Project, Inc.
12/28/2022	The Bachelorette	Amazon Japan	\$1,000,000.00	Production Partners/HT Project, Inc.
1/5/2023	Ariyoshi no Natsuyasumi	Fuji Television	\$170,000.00	ku associates llc.
1/5/2023	JTB Wedding	DNP Planning Network	\$45,000.00	ku associates llc.
1/12/2023	JTB Promotion Video	Cyberagent	\$50,000.00	Magic Island Productions,Inc.
1/16/2023	Premium Sky	FUJI TV	\$60,000.00	Magic Island Productions,Inc.
1/20/2023	TV Drama Special	FUJI TV	\$333,000.00	Key Crew Productions
1/25/2023	Jim Beam	TOHOKUSHINSHA	\$169,000.00	Magic Island Productions,Inc.
2/7/2023	McDonalds Japan	Dentsu Creative Cross	\$117,000.00	Magic Island Productions,Inc.
LOST JOBS Total just over 4 months= \$5,004,000				

WITH UNCERTAINTIES OF THE STRIKES, THOUSANDS LOCALLY WOULD HAVE HAD... AN ALTERNATIVE. 14

- ▶ *"...that now imposing a work visa requirement (other than prior Waiver Program) on such personnel, with the attendant delay, expense and uncertainty, will materially harm the production of films and related media by Japanese production and agency entities, a concern I share given the direct and indirect contributions of such entities to our economy."*
-Congressman Ed Case, Hawai'i-1st District
- ▶ *"...this program has been a boon, not only the entertainment industry, but the tourism industry as well. Through HIFA, we have been able to secure good paying jobs for local technicians...we have been able to open a door for our state to access diverse international business revenue. The reinstatement of this program would not only provide lucrative job opportunities for local families, it would provide much needed and diverse economic stimulus to the State of Hawai'i."*
-Tuia'ana Scanlan President, IATSE Local 665
- ▶ *"(Our) local represents approximately 3,000 members...reinstating this program, Hawai'i stands to reap countless benefits including much needed advertising abroad (free of cost) and jobs for dozens of freelance video production professionals, who are struggling to recover from the economic downturn brought on by COVID-19."*
-Leroy Chincio Jr. Business Manager IBEW Local 1260

- ▶ Finally, IF this Film/Video Pilot Program, as it stood for over 30 years, cannot be reinstated then perhaps a *new* expedited processing program, for the proper visas, would be extremely beneficial to us all moving forward.
- ▶ Our production future is very uncertain. HIFA will work hard to bring sustainable production back. While the visa process remains not only complex but capricious as well, we hope for the cooperation from CBP in helping restore the faith for incoming productions.
- ▶ Lamentably, in the last few years, with the absence of a once reliable & expedited process, most foreign productions are realizing that filming in Hawai'i is largely no longer feasible and some fear that they could be deported; even with proper documentation. As a result many are choosing to spend their production monies elsewhere (i.e. New Zealand, Australia, Fiji, and the like).

- ▶ Rooted in our shared love for Hawai'i and its culture, HIFA looks forward to open dialogue and collaboration with the Hawai'i Tourism Authority. By working together, we can create opportunities that uplift our industry and our community.



MAHALO FOR YOUR ATTENTION AND SUPPORT!