

## Motion Picture Production and my Business

Many commercial areas in British Columbia are used in motion picture productions. It's good business for British Columbia, employing thousands of British Columbians and supporting many businesses.

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While there are obvious benefits to having a production shot in your neighbourhood, merchants are often concerned about the effect the work might have on their businesses.

The BC film community supports compensation for those businesses that have been negatively impacted during a location shoot. If you believe that a location shoot has cost you business, and you do not have a separate deal with the producer, you should claim a loss with the film production company.

If there is a Business Improvement Society in your area, arrangements could be made with the society, and your municipality to act as broker to ensure that your business is fairly compensated.

A claim should include proof of loss of net profits in comparison with past days of equal activity over the previous year. Other factors, such as weather and time of year, may have resulted in your losses as well, and should be taken into account when assessing the production company's impact.

Production companies often buy your products or services for the value of the claimed gross losses to compensate for business loss.

Each production is different and the impact varies a great deal. Don't expect that all productions working in your area will compensate at the same rate.

Meanwhile, some businesses, particularly those that take appointments like hair salons and dentists' offices, should not shut down when there is a location shoot nearby. If they are worried that their customers won't have access to their shop, a more effective strategy is to contact the location manager.

Tell them your unique needs and work with them to find a mutually beneficial solution. Alternative parking arrangements or valet service for customers may be options. You can find the name of the location manager on the Notification Letter, or by contacting your municipal office or the BC Film Commission at (604) 660-2732 or email to: [community@bcfilmcommission.com](mailto:community@bcfilmcommission.com)

The best strategy for dealing with a location shoot in your neighbourhood is to consider it as an opportunity.

Production cast and crews are generally a captive audience, and require the same sorts of services and products that any visiting business people or local residents might need.

Lots of local businesses have done well by establishing relationships with location managers and production companies who come back and use those services again and again. For more information on BC's Motion Picture Industry, please go to: [www.bcfilmcommission.com](http://www.bcfilmcommission.com)



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