



**Ned Lamont**  
GOVERNOR  
STATE OF CONNECTICUT

June 5, 2019

Mr. Ted Sarandos  
Chief Content Officer  
Netflix Corporate Headquarters  
100 Winchester Circle  
Los Gatos, CA 95032

Dear Mr. Sarandos,

We applaud Netflix's recent condemnation of new legislation enacted in Georgia to severely curb women's reproductive rights. We wholeheartedly agree with and support your position, and know that this calls into question the viability of doing business in that state.

We urge you to consider Connecticut.

The State of Connecticut has a wealth of competitive advantages for a company such as Netflix:

- A highly-skilled workforce, top-ranked in productivity
- Excellent K-12 school systems and world-renowned colleges/universities
- Superior quality of life
- Strategic location between New York and Boston, providing access to key media markets and resources
- Third best state for working mothers and the fourth most innovative economy in the nation

The film, television and digital media sector has been specifically targeted for growth and we are proud of the successes we have seen over the past 15 years:

- The recruitment of Blue Sky Studios, NBCUniversal (sports group and syndicated television), CBS Sports HQ, and ITVAmerica
- Expansions of our major homegrown industry players; ESPN, WWE and A&E
- Creation of over 2,000 new industry jobs to date
- Development of an industry training program in conjunction with employers, state colleges and universities to provide graduates endowed with specific skillsets
- \$843 million in tax credits issued spurring over \$2.8 billion of expenditures in state

Our nationally competitive production tax incentives are ideal for companies like Netflix that are producing digital content for streaming distribution and puts a company like Netflix directly on our radar.

We would like to discuss this as well as Netflix's broader production needs and how they can be met here in Connecticut.

Please contact George Norfleet, an industry veteran and director of our Office of Film Television and Digital Media, at 860.500.2388 or [George.Norfleet@ct.gov](mailto:George.Norfleet@ct.gov). He can answer any questions you may have.

We look forward to hearing from you and exploring new partnerships in the near future.

Sincerely,



Ned Lamont, Governor  
State of Connecticut



Susan Bysiewicz, Lt. Governor  
State of Connecticut