

To All Concerned:

We agree with the precepts outlined in the Paramount Consent Decrees in that they allow equal access to studio releases.

Cinema Saver, in Endicott, NY, is a small, independent, family-owned, second run theater that has served the community since 1994. We generally show movies between 4 and 8 weeks after their initial release. The lag in showing a movie gives us a reduced percentage paid to distributors and allows us to charge a lower price to our customers. Our current admission prices are \$3.00 for all matinee customers until 6:00pm. After 6:00 adult ticket prices are \$4.50, while tickets for seniors, students, and children remain \$3.00. These prices make it much more affordable for families to see movies in a theater setting. For example, a family of 4 can see a matinee with 2 large popcorns and 4 medium sodas for \$28.00. So families are a large part of our customer base.

During the week, many of our matinee customers are senior citizens on fixed incomes. They come not only for the entertainment derived from seeing a movie, but for the sense of having a place that knows them and is comfortable for them. We also serve many developmentally challenged and disabled patrons, either individually or in small groups with their aides during regular business hours, as well as with monthly special shows for larger groups. We run special discounted shows for school and church groups, as well as donate passes, gift cards and popcorn to schools, PTAs, churches, and charitable fundraisers.

We currently have 1 fulltime and 7 part-time employees. We consistently host volunteers from Achieve (a chapter of ARC-NY) in work programs.

We would have a difficult time competing with large, corporate theater companies (AMC and Regal in our area) if we didn't have equal access to films from studios and distributors. As it is, we don't try to compete with these large corporations head to head, but we've worked hard to build a niche as an asset to the community

Certainly, after an initial theatre run, today's consumers can view motion pictures on cable and broadcast television, DVDs, and over the Internet through streaming services. We are even seeing the advent of devices (such as Kodi boxes) and streaming sites (BitTorrent) that allow folks to watch movies that have been pirated or illegally uploaded while they are in their initial theater run. Yet, many of our patrons don't have the resources to buy rather expensive home theater systems, or even have computers. And, there is a difference between watching a movie on a television or computer monitor and watching it on the big screen with surround sound. It's a different experience. It's the magic of the big screen. There's also a difference between watching a movie alone or watching it as a shared experience with the other movie-goers in a theater. It's always interesting and satisfying for us to observe customers discussing a film with the other folks who have just watched the same movie.

With a myriad of external factors eroding the stability (viability) of small family-owned local businesses, we hope the Department of Justice will continue to ensure a level playing field for businesses like ours.

Thank you,

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