

BLANCHARD COMMUNICATIONS

2521 RIVA ROAD STE. P-2
ANNAPOLIS, MD 21401

Chair Guzzone and
Members of the Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street, 3W
Annapolis, MD 21401

February 20, 2023

RE: SB452-SUPPORT

Dear Chair Guzzone and Members of the Senate Budget and Taxation Committee:

My name is Lisa Tenshaw and I work at Blanchard Communications. I am writing to express my support of Senate Bill 452. We are a small, local Motorola Communications Company in Annapolis, that specializes in the rental of two-way radios. As a small business with 5 employees, we have made "Radio Rentals" the focus of our business. We have been around for 33 years and have close to 3,000 rental radios in stock.

A huge portion of our rental revenue comes from the Film Production Industry, Not only for the daily and weekly shoots, but also for the long term, monthly rentals from the TV shows and films.

We have worked with "House of Cards" for 5 seasons, as well as "VEEP," HBO Productions, "James Boy," "The Night Watchman," "Ping Pong Summer," "Better Living Through Chemistry," and numerous other productions. With some of these productions renting 150 - 200 radios from us for up to 8 months at a time, they have had a huge impact on our rental income.

I, personally, have worked at Blanchard Communications for 32 years. I have spent many years developing relationships with the Production professionals across the country in the hopes of acquiring their business when productions come to town. It would help our business tremendously, as well as many other vendors who work with the Film and TV Industry, if you increase the Film Production Activity Tax Credits available in Maryland so that more Production Companies are drawn to filming in Maryland.

Sincerely,



Lisa Tenshaw
Vice President
Blanchard Communications