

# BLANCHARD COMMUNICATIONS

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

February 4, 2022

Dear Chair Atterbeary and the Members of the House Ways and Means Committee:

My name is Lisa Tenshaw and I work at Blanchard Communications. I am writing to ask you to please give HB432 a favorable report and pass the bill out of the committee at the levels introduced. 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 approximately 3,000 rental radios in our 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