

BQA ANNOUNCES OPENINGS ON BOARD!

At the end of the year (right around the corner!) BQA have a couple of openings on the board. Board Members Dave Thompson and Mike Dahle have served two three year terms each and will be stepping down. Dave has served as the Treasurer and Mike has served as a President. Both will be missed and their service has been greatly appreciated!

If you are a member in good standing with Business Queen Anne's and would like to be a member of the board, please contact Mareen Waterman at 410-643-5005 or by emailing him at mareenwaterman@mrisc.com

With the local elections behind us, Business Queen Anne's looks to the future! Now is the perfect time to get involved and define BQA's future role in supporting business in our county!

**COUNTY PRESS RELEASE...
PROJECTS BENEFIT TAX PAYERS**

Two commercial projects currently underway in Queen Anne's County are estimated to bring in over \$550,000 annually in tax revenue. Matapeake Professional Park and The Vineyards at Queen Anne are both located on Kent Island.

"What makes these projects so important, particularly in this tough economy, is the fact that the county did not purchase these properties with county tax payer dollars," said Commission President Gene Ransom.

The state of Maryland gave the Matapeake property to the County, while almost 98 percent of the \$6.8 million for the purchase of the Bay Bridge Airport property came from the Federal Aviation Administration and the Maryland Aviation Administration.

The 52 acre site at Matapeake is located on Route 8 and was deeded to the county in 1996 with the stipulation that it be developed into an economically viable venture. Two local businesses currently leasing space in the Chesapeake Bay Business Park are looking to expand by purchasing land at Matapeake and moving their firms to the new location. Four additional lots of about seven acres per lot will then be available for sale and development, generating an estimated \$300,000 in annual property tax revenue.

The Commissioners recently signed a lease with Coastal South for the development of the airport property. The proposed \$35 million project, called The Vineyards of Queen Anne, will be built on 14 acres of surplus airport land and is expected to generate about \$260,000 in annual property tax revenue. The project includes a winery, a hotel, restaurants and over 50,000 square feet of retail and tourism related business.

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You are cordially invited...



The County Commissioners Elect of Queen Anne's County invite the public to their Swearing in Ceremony on

Tuesday, December 14, 2010 at 6:30 p.m.


The event will be on the second floor of the Circuit Court Building, 100 Courthouse Square in Centreville. Refreshments and the Board's first official meeting will be held at the Liberty Building, 107 North Liberty Street immediately following the ceremony.



BUSINESS QUEEN ANNE'S CONGRATULATES

THE INCOMING COUNTY COMMISSIONERS!

We look forward to working with them and helping create a business friendly atmosphere in Queen Anne's County!



MARYLAND CHAMBER BUSINESS POLICY CONFERENCE

BQA Board Member, Al Helfenbein, attended the Maryland Chamber of Commerce's 2010 Business Policy Conference at the end of October. He sat in on a presentation by Gary D. Keith (Regional Economist, M&T Bank) called "**Maryland's Competitiveness – Where We Lead, How We Lag.**"

Upon returning to work the next day, he shared a link to the presentations slide show with the rest of the BQA board members.

<http://www.mdchamber.org/docs/mdcompetitiveness.pdf>

(This link will also be made available on the BQA home page)

Al also wants to encourage businesses to participate in the Maryland Chamber's "**Business Day in Annapolis**" on **January 25th**. "This is the perfect opportunity to meet the newly elected officials and make sure they are aware of the current uncompetitive status in Maryland and make sure they don't exacerbate the situation!"

Public Policy Objective

Question: How can Maryland maintain robust and sustainable economic growth and generate *quality jobs with higher salaries and long-term impact*?

Answer: Continuously pursue policies that reduce competitive drags ("How We Lag") and accentuate competitive strengths ("Where We Lead")

- Be unique, not generic
- Tell our story to the world

Presentation Agenda

"Lagging" Indicators

Business Cost Competitiveness

- Labor Costs
- Relative Tax Burden
- Commercial Utility Rates

Liability/Regulatory Environment

Highway Infrastructure Performance

State Pension Funding Gap

"Leading" Indicators

Economic Performance

- Long-Term Unemployment Rate
- Personal Income Growth
- Business Formations

Innovation & Productivity

Workforce Quality

Global Trade Expertise

Access to Capital

Fiscal Stability

Quality of Life

Chamber Priority: Enhance the Business Climate and Encourage Job Growth

Measure **Forbes State Business Cost Ranking—2010** (Based on cost of labor, energy and taxes)

Why it Matters Uncompetitive cost burdens affect business decisions, job creation/retention and the long-term health of a state's economy

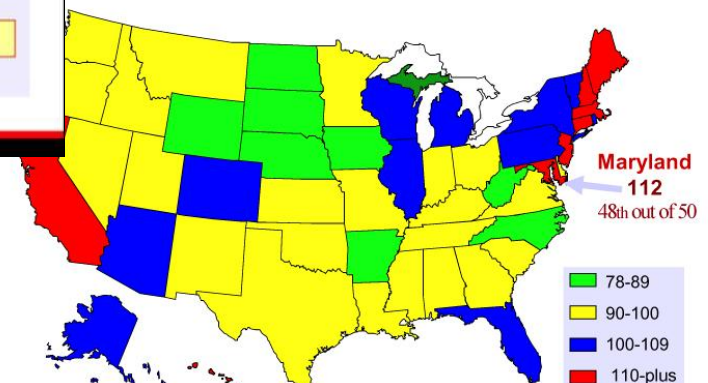
Top 10 States			Bottom 10 States		
Rank	State	Cost Index	Rank	State	Cost Index
1	South Dakota	?	41	Rhode Island	?
2	Wyoming	?	42	Vermont	?
3	North Carolina	?	43	New York	?
4	North Dakota	?	44	California	?
5	West Virginia	?	45	Connecticut	?
6	Nebraska	?	46	New Jersey	?
7	Iowa	?	47	Maine	?
8	Kentucky	?	48	Hawaii	?
8	Utah	?	49	MARYLAND	?
10	Indiana	?	50	Massachusetts	?

U.S. Average = ?

Source: Forbes Magazine—October 13, 2010

Chamber Priority: Enhance the Business Climate and Encourage Job Growth

Economy.com State Business Costs—2008 (Based on unit labor costs, energy costs, state/local taxes, office rents)



U.S. Average = 100

Source: Moody's Economy.com—June 2010

Check out:

<http://www.mdchamber.org/events/businessday/>

Registration is \$65 (\$75 after December 28) for Maryland Chamber members. Nonmember rate is \$100. Contact Kristen Solis at (410) 269-0642, (301) 261-2858 or email her at ksolis@mdchamber.org

BUSINESS Queen Anne's

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BQA Members!
It's time to renew your
membership investment...
**Thank you for your
continued support!**

MISSION STATEMENT

The mission of BUSINESS Queen Anne's is to actively advocate sound economic growth; review proposed State and local legislation and regulations as they pertain to business; provide an objective assessment of proposed development in Queen Anne's County and it's incorporated towns; endorse and support countywide growth that is well managed and consistent with adopted State and local planning and regulatory guidelines, comprehensive plans, and State and local initiatives; create positive and constructive relationships on behalf of the business community with our elected and appointed officials; and support business activity that promotes and encourages a vibrant economy, development of an adequate labor pool, a fiscally responsible and accountable County government, and a continued unique quality of life in Queen Anne's County.

YOU HAVE TWO OPTIONS WHEN PAYING YOUR MEMBERSHIP INVESTMENT!

You may select a sponsorship level rather than choose a level of support based upon number of employees. By becoming a sponsor, your additional commitment to the organization will further support our continued success!

Thank you!

MEMBERSHIP APPLICATION / RENEWAL FORM

To make certain that member contact information is correct and up to date, please complete the following information form:

Business Name: _____
Address: _____
City, State, Zip: _____
Phone: _____ Fax: _____
Email: _____
Type of Business: _____
Contact Person: _____
Your Name (please print) _____
Signature: _____
Date: _____

Sponsorship Levels of Membership

GOLD - \$2500
SILVER - \$2000
BRONZE - \$1500
(Circle One)

Annual Membership Investment

\$250 1-10 Employees
\$500 11-25 Employees
\$1,000 26 Employees
and above
(Circle One)

BUSINESS *Queen Anne's*
2010-2011 Board Members

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Commissioner Paul Gunther said both projects are good examples of fiscal responsibility, economic development and job creation in Queen Anne's County.

"Vineyards at Queen Anne will not only create jobs and help our commercial tax base, but the winery and vineyard will really help showcase our county's agricultural heritage and promote the area as a tourist destination," said Gunther.

"The Bay Bridge Airport project puts the land back on the property tax rolls. The rent generated from the lease is required by the FAA to go back into the airport so this will make the facility a truly self-sustaining enterprise," he said.



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