

## Business Appreciation Week Recap



For the 13th year in a row, the Board of County Commissioners and the Calvert County Department of Economic Development dedicated the first full week of May to the celebration of our local economy during Business Appreciation Week.

The week kicked off with a panel discussion for entrepreneurs, "Filling Your Entrepreneurial Toolbox," co-hosted by the Calvert County Minority Business

Alliance. On Tuesday, ambassador teams consisting of county commissioners, staff and resource partners fanned out across Calvert County and visited 15 businesses to discuss their concerns, challenges and recent successes. Key trends noted were workforce shortages, a tight housing market and difficulties with public transportation. An evening event in St. Leonard included a ribbon cutting for the beautifully appointed and recently opened event facility, [The Barn at Pleasant Acres](#). Two networking events on Wednesday and Thursday, co-hosted with the Chamber of Commerce, had great attendance and helped bring the business community together for camaraderie and celebration.

[Visit online](#) for a full recap, including photos and highlights of our business visits.

## Solomons Inventor and Entrepreneur Takes First Place at Crab Pot Pitch Contest

Lowell Cade was driving home from work in a snowstorm one evening and noticed a police officer attempting to control traffic in zero visibility conditions. Barely able to see the officer in the roadway, he wondered if there could be a safer way to conduct traffic – and the RYG Light was conceived.



On May 10, Cade's patented device won first place in the finals of PaxSpace's fourth annual Crab Pot Pitch Contest. Crab Pot is a uniquely Southern Maryland contest for inventors and entrepreneurs. Made popular by television shows like ABC's "Shark Tank," pitch contests provide an opportunity for entrepreneurs to present their ideas to a panel of judges or investors in front of an audience.

As the first-place winner, Cade received a \$5,000 cash prize to further his concept, a bushel of crabs and a one-year membership to PaxSpace, a member-operated maker space where entrepreneurs can work on their projects. He admitted being surprised by the win. "The room at the Calvert Marine Museum was packed and the competition was very solid," he said. "I've been working on this product for quite some time and have received a lot of support and feedback along the way. I was thrilled to be selected as the Crab Pot winner. It further validates my concept and demonstrates that people understand it and appreciate the need for it."

Cade envisions applications for the device in emergency management, public safety, construction, school crosswalk activities and general pedestrian management. He intends to finalize design elements and begin production, in Maryland, within a year. For more information on RYG Light, [visit online](#).

The Crab Pot event was supported by the Southern Maryland Innovation and Technology (SMIT) Initiative. SMIT is a monthly meet-up which seeks to fuel technology entrepreneurship in Southern Maryland. It is supported regionally by all three Southern Maryland counties and includes representatives of several members of the entrepreneurial ecosystem including the Southern Maryland Small Business Development Center (SBDC), Maryland Technology Economic Development Corporation (TEDCO), the NAWC-AD Technology Transfer Office, PAXSpace, Gaiawrx and St. Mary's College of Maryland.

More information on the SMIT Initiative is [available here](#). The Crab Pot Pitch contest is organized and sponsored by PaxSpace, Inc., a 501(c)(3) nonprofit which works to inspire lifelong learning and innovation, while strengthening the local community. For more information, [visit online](#).

## Cobbler's Creations



Maria Feaster recently cut the ribbon at the grand opening of her women's shoe boutique in Sunderland, along with her husband Oscar. Maria's passion for comfortable, attractive shoes is evident in how she welcomes customers to her beautifully appointed show room and enjoys helping them select the perfect footwear for any occasion.

"I wanted a location for my store that was close to home and convenient for my customers," she says. "I found it right here in Sunderland, in northern Calvert County." Visit Cobbler's Creations [online](#) or find them

on Facebook.

## Patuxent Business Park



PBP is a comprehensively planned business campus in southern Calvert County designed to support Southern Maryland's enviable quality of life. It is also a Calvert County Commerce Zone, a designation that extends unique tax credits to qualifying new and expanding businesses. Tax credits are calculated on the value of the qualifying, new construction and businesses are required to construct new premises or expand existing operations.

The real property tax credit is for taxes imposed by the county for 10 years using the following tiered calculations:

- Years 1-5: 50%
- Years 6-7: 25%
- Years 8-10: 15%

Fast-track permitting is also available and provides an accelerated development review process to reduce the turnaround time in the county's development approval process. Qualified projects receive the highest priority from county staff.

The 92-acre park accommodates a variety of uses including Class A office and flex space. Public water and sewer and a variety of fiber and telecom providers serve the property on a number of shovel-ready lots. For special consideration, contact the Department of Economic Development or PBP's exclusive broker, Chris McNelis at [Berkshire Hathaway McNelis Group Properties](#). Visit online at [www.patuxentbusinesspark.com](#).

## Chamber Golf Tournament

Join members of the Calvert County Chamber of Commerce at the 22nd Annual Golf Classic on June 1, 2018, at Chesapeake Hills Golf Course in Lusby. Spend the day on the golf course networking, promoting your business and vying for prizes at a number of on-the-course contests.



Registration begins at 8 a.m.; shotgun start at 9 a.m. Sponsorship opportunities are available. [Visit online](#) for more information.

## CCMBA Annual Meeting



CALVERT COUNTY MINORITY BUSINESS ALLIANCE  
SMALL BUSINESS IN A BIG WAY

The Calvert County Minority Business Alliance will hold its annual meeting and member showcase and open house on June 14, 2018, from 6:30 to 8:30 p.m. at Calvert Library in Prince Frederick. Pia McLean of Pia Maria Consulting will present, "What is Your Motivation?" hosted by

Lord and Tucker Management Consultants. For more information, email [info@calvertcountymba.org](mailto:info@calvertcountymba.org).

## Economic Development Services

The Department of Economic Development monitors economic trends and works to execute business programs to complement Calvert County's business community. The department's goal is to attract and retain strong, healthy and dynamic companies of all sizes and industries. We're available to help entrepreneurs and small business owners start, grow and manage their businesses; we are also skilled in providing relocation and site selection assistance. [Visit online](#) for an overview of the services we provide.

