

September 10, 2026

Honorable Board of Supervisors
Stafford County
P.O. Box 339
Stafford, VA 22555

Dear Members of the Board of Supervisors:

On behalf of the Fredericksburg Regional Chamber of Commerce Board of Directors and the businesses and organizations the Chamber represents throughout the region, I am writing to express our opposition to the proposed Business, Professional and Occupational License (BPOL) tax.

Stafford County has worked hard to build a reputation as a place where businesses can start, grow, invest, and create jobs. The Chamber is concerned that adding a new gross-receipts tax could undermine that competitive position at a time when businesses of all sizes are already managing increased costs for labor, insurance, utilities, materials, and other operating expenses.

Unlike an income tax, BPOL is based on gross receipts, not profit. Under the proposal, financial, real estate, and professional services would be taxed at \$0.16 per \$100 of gross receipts, with a proposed \$2 million exemption. As a result, a business can face an increased tax obligation as its revenue grows without consideration of payroll, overhead, reinvestment, or actual profitability.

This is particularly concerning from an economic development perspective. Stafford County has long benefited from a business environment that encourages entrepreneurship and investment. In fact, the absence of a BPOL tax has historically been identified by the County itself as a competitive business advantage. Adding this tax would represent a meaningful change in the cost of doing business in Stafford and could affect decisions by both existing employers and companies considering future investment in the County.

The impact also extends across industries. Professional service firms, real estate and housing-related businesses, contractors, and other employers may ultimately need to absorb these additional costs or pass some portion of them along to customers. At a time when affordability and the overall cost of doing business remain significant concerns throughout our region, we believe local policy should continue to encourage business growth, investment, and job creation.

The Fredericksburg Regional Chamber respectfully asks the Board of Supervisors to reject the proposed BPOL tax and continue exploring revenue and budget strategies that preserve Stafford County's strong and competitive business climate.

We recognize the difficult responsibility of balancing the County's growing needs with the resources required to meet them, and we appreciate the Board's service to the community and its willingness to hear from the businesses and organizations that invest in Stafford County every day.

Sincerely,

A handwritten signature in cursive script, appearing to read "Susan Spears".

Susan Spears, IOM
President & CEO