

the Chamber

NEWS

Volume XXXV No. 2 Bell Tower Building • Cumberland, MD 21502 February 2017



Executive Director

The Chamber's Legislative Committee, led by Chair **Jeremy Irons** (*Carl Belt, Inc.*) and Vice-Chair **Patsy Koontz** (*Lifetime Dreams Real Estate Services*), is meeting every week during the 2017 Maryland legislative session. So far there are no major surprises and several bills that affect business in Allegany County have been introduced with a few more expected. Some of the major issues at this point include Senator Edwards' PILOT bill – SB273 State Forest, State Park, and Wildlife Management Area Revenue Equity Program, the Administration's sick leave bill – SB305/HB382 Commonsense Paid Leave Act, the Administration's economic development bill – SB317/HB394 More Jobs for Marylanders Act of 2017, the Administration's Road Kill Bill Request – SB307/HB402 Repeal of the MD Open Transportation Investment Decision Act of 2016 and a bill affecting local minimum wage enforcement – HB317 Labor & Employment – Wages & Benefits – Preemption of Local Authority. Other topics of interest include P-Tech, Opioids, Taxes and Increased Local Share of Motor Fuel Tax & Highway User Revenue. February 3rd

was the Senate Bill Introduction Date, February 10th is the House Bill Introduction Date and March 6th is the Final Date for Introduction of Bills without Suspension of Rules.

The Legislative Committee meets on Wednesdays at noon in the Chamber boardroom and all Chamber members are invited to attend. This is a very informative and productive committee and your voice and perspective make a difference. The lobbying power of Chambers of Commerce is an important part of the legislative process and can not be ignored.

"Chamber After Hours" are a great way to meet potential new customers, strengthen ties with existing customers and check out some of Allegany County's best businesses, locations and attractions in a relaxed atmosphere. The February event is hosted by **U.S. Cellular**. Are you interested in hosting an "After Hours"? There are currently a few months still available this year. Contact the Chamber office for answers to your questions and help in planning this opportunity.

March 24th is your chance to get "Lucky"! Tickets are now on sale for the Chamber's Lucky Ladies Night Out. Details are included in this newsletter. This fun event is a blast so you don't want to miss it. We look forward to seeing you there.

Stu Czapski
Executive Director

February Calendar

- February 8**
Noon
Legislative Committee Meeting
Chamber Boardroom
- February 9**
7:30 am
Education Committee Meeting
Chamber Boardroom
- February 13**
8:00 am
Leadership Allegany!
Alumni Committee Meeting
Chamber Boardroom
- February 15**
8:00 am
Economic Development
Committee Meeting
Chamber Boardroom

Noon
Legislative Committee Meeting
Chamber Boardroom

5:30 – 7:30 pm
"Chamber After Hours"
U.S. Cellular
- February 21**
8:00 am
Leadership Allegany!
Steering Committee Meeting
Chamber Boardroom
- February 22**
Noon
Legislative Committee Meeting
Chamber Boardroom
- February 23**
Noon
Board of Directors Meeting
Chamber Boardroom
- March 1**
Noon
Legislative Committee Meeting
Chamber Boardroom

LUCKY Ladies Night OUT

Friday MARCH 24

Ali Ghan Shrine Club
Doors Open at 6:30pm

Cost: \$35.00
Before March 17: \$30.00
\$200.00 for reserved table of 7

Hors d'oeuvres, beer/wine, raffles
One free raffle ticket for grand prize

Allegany County Chamber of Commerce

“Chamber After Hours”

Wednesday, February 15, 2017

5:30 to 7:30 pm

Hosted by
U.S. Cellular

Inclement Weather Policy

If you are wondering if a committee meeting or Chamber event will be held during inclement weather, please contact the Chamber office at 301-722-2820. The Chamber’s voice mail will be programmed to include details of any cancellation or time change that may be necessary due to snow or inclement weather conditions.

ALLEGANY COUNTY CHAMBER OF COMMERCE Member Benefits – We Are Working For You!

As a member of the Allegany County Chamber of Commerce we urge you to use your membership to get the most benefit for your business or organization. Chamber benefits come in many forms – those that are obvious and those not so noticeable. Regardless of your reasons for being a member, whether for the networking, connectivity, social events, marketing or advertising, we are here to help your business achieve success!

Networking – Chamber programs are geared towards getting to know the businesses and business members in Allegany County. The opportunities abound for you when you attend Chamber meetings, seminars, and activities. Our programs provide a great avenue in which to meet potential customers and clients. Many social and business contacts are made at these events.

- Monthly “*Chamber After Hours*”
- Chamber annual events and activities
- Committee meetings:
 - Economic Development Committee
 - Education Committee
 - Legislative Committee
 - Membership Committee

Connectivity – Communication is vital to your business. The Chamber provides various avenues for you to stay up to date and informed on activities and issues within the community that may be of benefit to you and your business or organization.

- Website presence
- Monthly newsletter
- Weekly eNews
- Chamber Facebook page
- Chamber committee meetings

Events and Meetings – The Chamber does a great job of event planning. Members have the opportunity to meet elected officials, learn more about local issues and enjoy the company of other business individuals. Chamber events also provide a great opportunity for staff members to get out and meet new people/business contacts.

- Annual Membership Meeting
- Recognition Dinner
- Chamber Crab Feast
- Lucky Ladies Night Out
- Golf Tournament
- Chamber Expo
- Legislative Breakfasts
- Candidate Forums
- Holiday Reception
- “*Chamber After Hours*”

Marketing – Marketing your business through the Chamber is easy when you take advantage of the many avenues available, many at no cost to you.

- Membership Directory (free listing)
- Brochure Space at the Chamber Office (business cards, brochures, rack cards)
- Member Profile in the monthly newsletter
- Member News in the weekly eNews
- Chamber relocation packages
- Ribbon Cutting Ceremony
- Website listing

Advertising – Advertising with the Chamber is a cost effective way to promote your business. The Chamber offers many outlets to gain exposure for your business or organization.

- Membership Directory
- Fliers in monthly newsletter
- eNews advertising space
- Event sponsorship
- Mailing labels

Other Benefits –

Credibility – A Chamber membership plaque and decal is provided free of charge to every member to display in your business to indicate to your clients that you support the community. Consumers are more likely to purchase from a business that is a Chamber of Commerce member. The Chamber receives a large volume of calls from individuals and companies from around the United States requesting goods and services. We respond by referring only Chamber members.

Advocacy – The Chamber stands as a unified voice in the community that can accomplish more than a single voice could ever hope to achieve. The Chamber serves as a leader in the development of the community and as an active, visible and inclusive organization serving its members. We have great relationships with our elected officials and community leaders and are a driving force in current legislative affairs.

You have heard the saying what you give comes back to you ten-fold; that is certainly true with your Chamber membership. When you give back to the Chamber in the form of participation, sponsorship or business networking you will always see value in return. Those who are involved the most not only see but receive the most benefits.



Allegany County Chamber of Commerce
Presents

"Chamber After Hours"

Sponsored By



12317 Winchester Rd Suite 300 LaVale, Md 21502

Wednesday, February 15, 2017 5:30pm - 7:30pm

Music by Magic 100.5

Hors d'oeuvres: Shooters Bar & Grill
Delicious Desserts

**Many Prizes to Give Away Including Samsung
Watch & JBL Bluetooth Headphones & More!**

Network and Win - \$750 Drawing

(Must be a pre-registered member and present at time of drawing to win)

\$5 registration fee collected at the door

Please RSVP by Thursday, February 9th

Organization Name _____

Member Names _____

Member Guests _____

Return to Allegany County Chamber of Commerce, Bell Tower Building, 24 Frederick Street,
Cumberland, MD 21502

Phone 301-722-2820 **Fax** 301-722-5995 **Email** carrie@alleganycountychamber.com



My bank helps me
work smarter, not harder.

It may sound obvious, but I want my banker to understand my business and actually think of ways to help me make smarter financial decisions. I want a bank that doesn't just wait for me to ask, but anticipates my needs. That's why First United is my bank.



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Enjoy an evening out with friends



2017 SPRING SEASON

CES Mainstage Series

The Mystical Arts of Tibet *Sacred Music, Sacred Dance*
A Richard Gere and Drepung Loseling Production
THURSDAY, MARCH 9 | 7:30 PM | \$24

Maryland Symphony Orchestra
with Guest Artist Yuliya Gorenmen
FRIDAY, MAY 12 | 7:30 PM | \$36

LIVE! at StarScape Series Ticket for 3 Events \$50
PROMO CODE: CESStarscape2017

- Valentine Dinner Show Cyrille Aimée** \$22-\$57
FRIDAY, FEB. 10, DINNER - 6 PM | PERFORMANCE - 7:30 PM
- Brock McGuire Band** SATURDAY, APRIL 8 | 7:30 PM | \$22
- Dr. Lonnie Smith** SATURDAY, APRIL 22 | 7:30 PM | \$22

SAVE ON TICKETS!
All 7 CES Spring Events
\$150
PROMO CODE: CESSpring2017



on the **EDGE** Series Ticket for 2 Events \$25
PROMO CODE: CES2017EDGE

- Daniel Davis** THURSDAY, MARCH 2 | 8:15 PM | \$15
- The Filharmonic** THURSDAY, APRIL 6 | 8:15 PM | \$15

CES IS A PROGRAM OF FSU DEPARTMENT OF STUDENT & COMMUNITY INVOLVEMENT

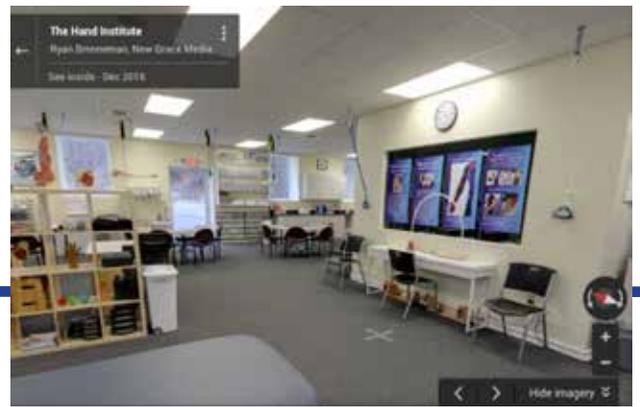
TICKETS: Lane University Center Box Office Open M-F 10-4 | 1.866.TIXX.CES OR 301.687.3137 | CES.FROSTBURG.EDU

The Cultural Events Series is supported by a grant from the Maryland State Arts Council, an agency dedicated to cultivating a vibrant cultural community where the arts thrive. Funding for the 60th Anniversary season is supported in part by the City of Frostburg and the FSU Foundation. Cyrille Aimée is funded through the Mid Atlantic Tours program of Mid Atlantic Arts Foundation with support from the National Endowment for the Arts. The engagement of Dr. Lonnie Smith is made possible through the Jazz Touring Network program of Mid Atlantic Arts Foundation with support from the National Endowment for the Arts. The engagement of the Mystical Arts of Tibet is supported in part by a grant from the National Endowment for the Arts.



Persons with disabilities may request accommodation through the ADA Compliance Office: 301.687.4102 (VRO 1.800.735.2258). Frostburg State University is a smoke-free campus.

Member Profile: New Grace Media
522 Beall Street
Cumberland, MD 21502
240-979-1249
www.newgracemedia.net
Contact: Ryan Brenneman, Owner
Email: ryan@newgracemedia.net



Proudly formed in 2015, New Grace Media has strived to bring a different feel to media production in Western Maryland. Their service offerings include commercial video production, website design, aerial video/photography, graphic design, social media management and Google Virtual Tours. The company was founded on the value of always giving back. They gladly support many local non-profit organizations with helping to tell their story. One thing that sets their company apart is that they are constantly adapting to change with current marketing trends including taking steps to further their partnership with Google in 2017.

One of their favorite things to do is to help other local businesses increase sales through proper marketing techniques and practices. They regularly host Google workshops with small business groups to teach programs on Google Analytics, Google My Business and more. This partnership has enabled over 50 businesses to be found on Google Maps in the second half of 2016. They have also achieved over 182,000 individual views of published tours and photos. They can leverage those views to increase your exposure and help drive your growth.

One of the ways they have set themselves apart from anyone else is the use of their aerial drones to capture a unique perspective. They are an FAA registered company for commercial operations, having a fleet of drones including their newest model that can capture 20-megapixel high-resolution images, and shoot video in 4k. They are also the only company in Western Maryland that can create an immersive virtual tour hosted on Google Maps and then make it interactive through an advanced platform. New Grace Media's advanced platform allows them to create a tour where your clients can watch product videos, contact you, or even make a purchase through your online shopping cart. The best thing about a virtual tour is the increase in search rankings by Google. Attached (above) is a picture of a tour that was created for fellow chamber member Shauna Fiorentino of The Hand Institute, LLC.

To learn more, visit www.newgracemedia.net



Come join us for the second annual **"Lucky Ladies Night Out"** — a lively evening of fun, laughter and good times. Whether you are in need of a little relaxation, or an all out, incredible "kick up your heels" good time, grab your girlfriends and make plans to join us.

"Lucky Ladies Night Out" will be held on **Friday, March 24th** at the Ali Ghan Shrine Club, Cumberland, Maryland. Doors open at 6:30 pm. Tickets are \$30.00 per person if purchased by March 17th – after that the price is \$35.00 per person. Ticket price includes hors d'oeuvres, beer/wine/soft drinks, and a raffle ticket chance on the grand prize drawing. Or, make it a party and purchase, in advance, a reserved Lucky Table of 7 for only \$200.00. Additional raffle drawings will be held throughout the evening. You must be 21 years of age to attend.

Kick back, enjoy the evening, and let someone wait on you throughout the evening by serving you drinks while viewing

themed baskets containing extraordinary gifts that are being raffled off. If you are feeling lucky take a chance on just one lucky basket of gifts or take a chance on all of the wide range of baskets being offered. You could walk away at the end of the evening with some fabulous items.

Men – we certainly don't want you to feel left out. Volunteer your time and join us for the fun. If you have an interest in helping out please give us a call (301-722-2820) or send us an email to carrie@alleganycountychamber.com or peg@alleganycountychamber.com.

"Lucky Ladies Night Out" is proudly sponsored by **Ali Ghan Shrine Club, Bella, LLC, and Langan General Contracting Corp/Anchor Homes of LGC.**

Tickets can be ordered by contacting the Chamber office at 301-722-2820 or by emailing carrie@alleganycountychamber.com or peg@alleganycountychamber.com.

New Members

Patronize these members and welcome them to the Chamber

IBM Global Business Services

310 State Route 956
Rocket Center, West Virginia 26726-9222
720-395-0903

Website: www.us.ibm.com

Contact: Tracey Irving, Recruiting Partner

E-mail: tirving@us.ibm.com

Category: Business Services

Business and Management Consultants

Description: *Deliver end-to-end transformative solutions for some of the most high profile clients in the federal government.*

The Gunter Hotel

11 West Main Street
Frostburg, Maryland 21532
301-689-6511

Website: www.gunterhotel.net

Contact: Kimberly Rowley Dinteman,
Director of Marketing

Email: info@gunterhotel.net

Category: Hotels/Motels, Restaurants

Description: *The Gunter Hotel hosts hotel rooms, two restaurants and event facilities.*

The Maryland Salem Children's Trust, Inc.

605 Salem Drive
Frostburg, Maryland 21532
301-689-8176 • Fax: 301-689-1902

Website: www.mdsalem.org

Contact: Todd Mechem, Executive Director

E-mail: toddm@mdsalem.org

Category: Non-Profit Organization, Schools,
Colleges and Education

Description: *Provide out-of-home residential care, emergency shelter care and full-day special education services to children ages 8-18.*

Peak Performance Orthopedics/Dr. Carls

625 Kent Avenue, Suite 102
Cumberland, Maryland 21502
301-777-2503 • Fax: 301-777-2501

Website: www.peakperformanceortho.com

Contact: Krista Durst, Facility Administrator

E-mail: kdurst@peakperformanceortho.com

Category: Surgeon, Physician

Description: *Dr. Carls is an orthopedic surgeon; in practice for 11 years*

Western Maryland Delegation Members

DISTRICT 1

Senator George C. Edwards (R) - District 1

James Senate Office Building, Room 323

11 Bladen St., Annapolis, MD 21401

(410) 841-3565, (301) 858-3565

1-800-492-7122 ext 3565 (toll free)

Fax: 410-841-3552 or 301-858-3552

e-mail: george.edwards@senate.state.md.us

Local Office: Western MD Railway Station

13 Canal Street

Room 304

Cumberland, MD 21502

301-722-4780 Fax: 301-722-4790

1-866-430-9553 (toll free)

E-mail: george.edwards.district@senate.state.md.us

Delegate Wendell R. Beitzel (R) - District 1A

Lowe House Office Building, Room 309

6 Bladen St., Annapolis, MD 21401

(410) 841-3435, (301) 858-3435

1-800-492-7122, ext 3435 (toll free)

Fax: 410-841-3040 or 301-858-3040

E-mail: wendell.beitzel@house.state.md.us

Delegate Jason Buckel (R) - District 1B

Lowe House Office Building, Room 309

6 Bladen St., Annapolis, MD 21401

(410) 841-3404, (301) 858-3404

1-800-492-7122, ext 3404 (toll free)

Fax: 410-841-3484 or 301-858-3484

E-mail: jason.bucket@house.state.md.us

Delegate Michael W. McKay (R) - District 1C

Lowe House Office Building, Room 322

6 Bladen St., Annapolis, MD 21401

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E-mail: mike.mckay@house.state.md.us

For a complete list of Senate Standing Committees and House of Delegates Standing Committees visit: <http://mgaleg.maryland.gov>



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The Chamber News is published monthly by the
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www.alleganycountychamber.com

Stuart C. Czapski, Executive Director

Allegany County Chamber of Commerce 2017 Officers

Chair: **Debra M. Langan**

First Vice Chair: **Scott C. Pfeiffer**

Second Vice Chair: **Charles L. Croft, Jr.**

Immediate Past Chair: **Jeremy G. Irons**