



2

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ADVOCATE
CONNECT
EDUCATE



1

YEAR IN REVIEW

9





ADVOCACY

Active Government Affairs Committee

Committee met bi-monthly during the 2019 General Assembly session and received regular updates from the offices of:

- Congressman Harris • Town of Bel Air • City of Havre de Grace • Visit Harford
- Harford County Office of Community & Economic Development
- Harford County Executive Glassman • Harford County Council President



Weekly conference calls with the **U.S. Chamber** and monthly conference calls with the **Maryland Chamber** reviewing legislation relevant to important legislative issues facing the business community:

TARIFFS

HEALTH CARE

FREE SPEECH

INFRASTRUCTURE

Reviewed

OVER 3,000 BILLS in the Maryland General Assembly focusing on business-related legislation

\$15 Minimum Wage | Health Care Income | Tax Rates
Corporate Tax Rates | Energy & Utilities | Sports Tourism

TESTIFIED

in both the Senate and the House against \$15 Minimum Wage; received survey feedback from over 40 businesses

in support of the expansion of Enterprise Zones & zoning modification for the Maryland Center for the Arts

ADVOCACY IN ACTION

- Hosted the 2019 Legislative Wrap Up with the Harford County State Delegation
- Co-Hosted Harford Night in Annapolis with the Greater Harford Committee
- Provided input for the Revitalization of Route 40 project, JLES TOD study, HCC at Edgewood
- Participated in a MD Commerce Collaboration Tour



CONNECTIONS



46 EVENTS

→ **75**
NEW MEMBERS



3,276 potential connections

10,000 REFERRALS & LEADS
generated from Chamber members & team



148 MEMBER VENDORS
UTILIZED BY THE CHAMBER



hosted 16

ribbon cuttings and
groundbreakings and
celebrated business vitality
at 25 ribbon cuttings



92

COMMITTEE MEMBERS

Government Affairs	49
Military	24
Business Development	27
Education	17
Membership Development	10
Executive	9





EDUCATION

\$12,958

raised for scholarships through donations to The Harford County Chamber of Commerce Education Foundation, Mini Golf Fundraiser, and scholarship sponsors. (Harford County Public Library, Harford Bank, Freedom Federal Credit Union, APG Federal Credit Union, Harford County Realtors Association Foundation, and the Harford County Chamber of Commerce Education Foundation)

12 SCHOLARSHIPS AWARDED IN THE FOLLOWING CATEGORIES:

- Science, Technology, Engineering, & Mathematics
- Health & Human Services
- Returning Adult
- Veteran
- William B. Seccuro Education Scholarship
- Business, Finance, & IT
- Arts, Health, and Communications
- Technology/Trade



SUPPORTED THE U.S. CHAMBER OF COMMERCE'S EDUCATION INITIATIVE - HIGHER EDUCATION ACT REAUTHORIZATION The act improves college and career readiness and ensures college affordability through federal financial aid reform.

The Harford County Chamber of Commerce Education Committee is proud to support



Chamber Organized Network for Education and Career Training

The Harford County Chamber of Commerce's Education Committee has officially launched a new initiative, CONECT. CONECT aims to connect companies and individuals interested in grooming the next generation of our workforce, with the educational organizations throughout Harford County.

OVER \$3,000

donated to other scholarships, educational programming, and initiatives

HOSTED EDUCATIONAL SEMINARS ON THE FOLLOWING TOPICS:

Team Building Supervisory Development
Strategic Business Management
Effective Presentations & Communications

35 educational seminar attendees

PARTNERSHIPS

The Harford Chamber is a Proud Partner of:

ACCE
 ARMY ALLIANCE, INC.
 ASSOCIATION OF THE U.S. ARMY
 BEL AIR DOWNTOWN ALLIANCE
 CHESAPEAKE PROFESSIONAL WOMEN'S NETWORK
 GREATER HARFORD COMMITTEE
 THE GROUND FLOOR
 HARFORD COMMUNITY COLLEGE
 HARFORD COUNTY GOVERNMENT
 HARFORD COUNTY OFFICE OF COMMUNITY
 AND ECONOMIC DEVELOPMENT
 HARFORD COUNTY PUBLIC LIBRARY
 HARFORD COUNTY PUBLIC SCHOOLS
 HARFORD'S BUSINESS ROUNDTABLE FOR EDUCATION
 HEALTHY HARFORD
 MACCE
 MARYLAND ECONOMIC DEVELOPMENT ASSOCIATION
 NMTC
 ROUTE 40 BUSINESS ASSOCIATION
 SBDC OF MARYLAND, NORTHERN REGION
 NFIB
 SBE COUNCIL
 STRONG TOWNS
 SUSQUEHANNA WORKFORCE NETWORK
 VISIT HARFORD



152
 staff hours
 invested in
 partnerships,
 boards, and
 committees



31 COMMUNITY
 PARTNERSHIPS
 MAINTAINED

PARTNERED WITH **7** CHAMBERS

U.S. CHAMBER OF COMMERCE
 MARYLAND CHAMBER OF COMMERCE
 HAVRE DE GRACE CHAMBER OF COMMERCE
 ABERDEEN CHAMBER OF COMMERCE
 CECIL COUNTY CHAMBER OF COMMERCE
 BALTIMORE COUNTY CHAMBER OF COMMERCE
 CHESAPEAKE GATEWAY CHAMBER OF COMMERCE



196 BUSINESS PROFESSIONALS
 CONNECTED AT CHAMBER MIXERS





VISIBILITY

Developed New Low-Cost & No-Cost Advertising Opportunities for Members

- Social Media Postings
- Email Newsletter Advertising
- Event Sponsorships
- Website Advertising
- Blog Posts

 96 event sponsors



MEMBER INFORMATION CENTER



33,114

total member
page views

60

average
member page
views

253

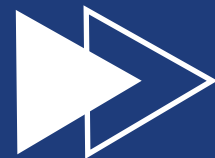
total member to member
deals, hot deals, job
postings, news releases,
events, and marketplace
items

Increased Instagram following by 195%

Grew Facebook following by 42%

Started and Implemented Youtube Channel

5,000+ minutes of video viewed across social media platforms



8

featured articles in print and
online publications



C O S T S A V I N G S

Members utilized cost-saving programs offered exclusively to Harford Chamber members, that provided enhanced flexibility of their business finances.



INTERNET & PHONE SERVICES -30% off equipment Free installation | 5-year contract, with only 3-year contract pricing!

"We had always used the traditional type of phone services and were apprehensive about switching to a VOIP. GTB set our entire new 4,000 square ft office up with their VOIP system. They totally outfitted our new office and installed all new phones and their state of the art equipment. The installation team were top notch. It is rare that we ever have to utilize the Service Department, but when we do they are great as well... Would highly recommend! Two Thumbs Up!!"

- George T. Heidelmaier, Jr., President, It's PayDay



ENERGY & SUSTAINIBILITY MANAGEMENT

"HCPL signed up with CQI several years ago and it was one of the best decisions we have made in terms of value. Rather than being an independent entity in dealing with our energy bills, we are part of a larger and successful consortium through CQI. It costs us nothing and the savings are great. They are terrific to work with and we are very satisfied being part of their group. I highly recommend other chamber members to look into signing up with CQI and realizing good savings."

- Mary Hastler, CEO, Harford County Public Library



LONG TERM CARE INSURANCE

As a Harford County Chamber member, you and your family members may be eligible to receive a 5% discount on long term care insurance. When taking inventory of your assets, have you thought about paying for long term care services? You may be putting your plans for retirement in jeopardy. Long term care insurance will help to protect your assets, your family, and your future.



OFFICE SUPPLIES

A program has been set up with W.B. Mason that will give you a significant discount on office supplies and other office products. This discount will be up to 70-75% off list price. W.B. Mason also price matches and price beats other manufacturers.



EMAIL MARKETING

Sign up for Constant Contact as a Harford Chamber member and get a discount of up to 25%—even if you're already a Constant Contact customer. A great member benefit from your local Chamber is getting full access to Constant Contact Toolkit, which includes newsletters, offers and promotions, events and registration, and feedback and surveys.

To learn more or enroll in cost-savings programs, visit
harfordchamber.org/opportunities/cs

THANK YOU

Stakeholder Members



An Exelon Company



HARFORD
COMMUNITY COLLEGE



Aspire Member

M&T Bank

Growth Members



Marketing Members



NARAYAN DONUTS, INC.

THANK YOU TO OUR 2018-2019



Board of Directors

EXECUTIVE COMMITTEE

President & CEO: Angela Rose

Chair: Debi Williams, APG Federal Credit Union

Chair Elect: Patrice Ricciardi, Freedom Federal Credit Union

Vice Chair Administration: Jack Schammel, Leading Logic, LLC

Vice Chair Finance: Lee Tayson, Liberty Mutual Insurance

Past Chair: Jay Ellenby, Safe Harbors Business Travel, LLC

MEMBERS AT LARGE

Bob Bloom, WXCX, 103.7 FM

Mary Hastler, Harford County Public Library

Mark Dardozzi, Richlin Catering & Events Center

Robin Luxon, University of Maryland Upper Chesapeake Health

BOARD MEMBERS

Brianne Baccaro Norris, Weyrich, Cronin & Sorra

Mary Ann Bogarty, Harford Bank

Brian Briggs, TIC Gums

Chad Arrington, The Kelly Group

Denise Dregier, Harford Community College

Patrick Chambers, WebIXI, Inc.

Jillian Lader, Harford County Public Schools

Chanel Rhoads-Reed, Baltimore Gas & Electric

Len Parrish, Harford County Office of Community and Economic Development

Aaron Piccirilli, MedStar Health

Mike Ray, SURVICE Engineering Company

Monica Worrell, APG Federal Credit Union

Dr. Mary Teddy Wray, Laurel Bush Family Dentistry

Chris Stone, E-Moxie Data Solutions

