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
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

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
$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
- Business, Finance, & IT
- Arts, Health, and Communications
- Technology/Trade
- William B. Seccuro Education Scholarship

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.

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

CONECT
Chamber Organized Network for Education and Career Training

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
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

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

152 staff hours invested in partnerships, boards, and committees
Developed New Low-Cost & No-Cost Advertising Opportunities for Members

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

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
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

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COMMUNITY COLLEGE

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Harford County Public Library

Aspire Member

M&T Bank

Growth Members

Safe Harbors Travel Group

KatzAbosch
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winnerpaulinywealthmanagement.com
440-587-3909
146 Lyons Street, 3rd Fl, Annapolis, MD 21401

Shaffer, McLaughlin & Stover, LLC
Attorneys at Law

Janney

Dresser-Hendry Ltd. Under MD. RULES
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Mary Hastler, Harford County Public Library
Mark Dardozzi, Richlin Catering & Events Center
Robin Luxon, University of Maryland Upper Chesapeake Health

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