



# ***ONWARD AND UPWARD***



**HARFORD  
CHAMBER** COUNTY  
OF COMMERCE



# **2020**

YEAR IN REVIEW

**THANK YOU TO OUR 2019-2020**

# **Board of Directors**

## **EXECUTIVE COMMITTEE**

Chair: Patrice Ricciardi, Freedom Federal Credit Union

Chair Elect: Lee Tayson, Lee Tayson, Liberty Mutual Insurance Agent

Vice Chair, Administration: Mary Ann Bogarty, Harford Bank

Vice Chair, Finance: Brianne Baccaro Norris, Weyrich, Cronin & Sorra, LLC

Past Chair: Debi Williams, APGFCU

## **MEMBERS AT LARGE**

Bob Bloom, Visit Harford!

Mary Hastler, Harford County Public Library

Robin Luxon, University of Maryland Upper Chesapeake Medical Center

Jack Schammel, Leading Logic, LLC

Chris Stone, E-Moxie

## **BOARD MEMBERS**

Chad Arrington, The Kelly Group

Mark Dardozzi, Apex Flavors

Denise Dregier, Harford Community College

Linda Hawes, MedStar Health

Jillian Lader, Harford County Public Schools

Josh Nelson, Chesapeake Environmental Management, Inc.

Henry Omomah, Dunlop Industrial and Protective Footwear

Len Parrish, Harford County Office of Community and Economic Development

Mike Ray, Survice Engineering Company

Eric Rebbert, Chesapeake Bank of Maryland

Chanel Rhoads-Reed, BGE

Monica Worrell, APGFCU



# ADVOCACY

Eye on  
the Issues

## Federal Issues

- Taxation
- Workforce Development
- Labor Regulation
- Trade Agreements
- COVID-19

### SUPPORTED

- USMCA Letter

### OPPOSED

- Cadillac Tax Letter
- FAIR Act Letter
- PRO Act Letter

### PARTICIPATED IN

- Small/Medium Business Task Force
- Business Operations & Revenue Task Force
- Corona Virus Relief Task Force

## State Issues

- Education & Workforce Development
- Taxation
- Labor & Employment
- Civil Liability
- Cyber & Technology
- Energy & Environment

### SUPPORTED

- SB 157
- HB 220
- HB 804/SB 369
- HB 1457/SB 751

### OPPOSED

- HB 45/SB 122
- HB 1300
- HB 561/SB 315
- HB 839/SB 539
- HB 295 - HB 1628

### PARTICIPATED IN

- Maryland Chamber Federation (Vice Chair)
- Maryland Chamber Legislative Committee
- Maryland Chamber Second Chance Task Force
- Maryland Chamber Rural Advisory Group
- Maryland Chamber COVID19 Working Group

## County Issues

- Budget
- LCB Bills
- Washington Court/Zoning
- Building Codes

### PARTICIPATED IN

- Route 40 Revitalization Work Group
- Economic Development Advisory Board
- Healthy Harford
- Visit Harford
- Greater Harford Committee
- Choose Civility
- BGE Community Council
- Business Resilience Task Force



3,300+

pieces of local, state, and federal  
legislation reviewed

22

TRIPS TO ANNAPOLIS

## 14 Advocacy Events to Keep Members Informed

- Pre-Session Legislative Breakfast
- State of the County
- Harford Night
- Harford Day in Annapolis
- Small Business & Minority Resource Fair
- NFIB Small Business Day in Annapolis
- Governor's Business Summit
- Legislative Wrap-Up
- Hosted Comptroller Franchot, Secretary Schulz, Commissioner Redmer
- Chesapeake Science & Security Corridor Tour
- Federal Reserve of Richmond Partnership Meetings
- Maryland Chamber Meet the State



# CONNECTIONS

58 events



4,225 potential connections



hosted 15

member ribbon cuttings and celebrated business vitality at 23 ribbon cuttings

76

COMMITTEE MEMBERS

#### ACROSS 5 COMMITTEES

Business Development - 8

Education - 15

Government Affairs - 43

Membership Development - 17

Military Affairs - 19

75  
NEW MEMBERS



over

100

MEMBER VENDORS

UTILIZED BY THE CHAMBER



# EDUCATION

**\$11,450**

raised for scholarships through donations to The Harford County Chamber of Commerce Education Foundation, Mini Golf Fundraiser, and scholarship sponsors.

## 10 SCHOLARSHIPS AWARDED IN THE FOLLOWING CATEGORIES:

CONTINUING EDUCATION- ADULT(1), TECHNOLOGY/TRADE (1)  
Sponsored by Harford County Public Library

SCIENCE, TECHNOLOGY, ENGINEERING, & MATH (2)  
Sponsored by Freedom Federal Credit Union

BUSINESS, FINANCE, & INFORMATION TECHNOLOGY (2)  
Sponsored by Harford Bank

RETURNING VETERAN (1)  
Sponsored by APGFCU

Harford County Chamber of Commerce Education Foundation  
WILLIAM B. SECCURRO SCHOLARSHIP FOR TEACHER EDUCATION (1)  
BUSINESS SCHOLARSHIP IN HONOR OF CHUCK JACOBS (1)  
ARTS, MEDIA COMMUNICATIONS IN HONOR OF BOB BLOOM (1)  
HEALTH & HUMAN SERVICES (1)

## HOSTED EDUCATIONAL SEMINARS & WEBINARS REGARDING:

Crisis Communications		Strategic Planning
Managing Priorities & Deadlines		Business Writing That Works

**62 educational  
seminar attendees**

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



Chamber Organized Network for Education and Career Training

Launched CONECT Website to connect  
students, businesses, and educational organizations

**3,000** unique visitors viewed  
the CONECT website

**19 business/organization listings**

The Chamber's virtual Mini Golf Event also raised funds through sponsor contributions. Thank you to our Mini Golf sponsors: Weyrich, Cronin, and Sorra; Harford Community College; Towson University Northeastern Maryland; Maryland Resource Network; Harford County Public Library; Freedom Federal Credit Union; The Kelly Group; Merrill Lynch David Johnson; First National Bank; Blue Eye Technology; MediaWise, Inc.; Jarrettsville Federal; Chesapeake Bank of Maryland; Island Spice Grille & Lounge; T-N-T Construction Group; and Harford Mutual Insurance.

# 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

# 187

staff hours  
invested in  
partnerships,  
boards, and  
committees



# 31

COMMUNITY  
PARTNERSHIPS  
MAINTAINED

PARTNERED WITH

# 5

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

# VISIBILITY

## PROMOTED MEMBERS THROUGH FREE & LOW-COST ADVERTISING

- Digital
- Event Sponsorships
- Podcast
- Social Media
- Email Marketing
- Radio



## MEMBER INFORMATION CENTER



**35,016**

total member  
page views

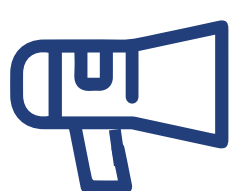
**62**

average  
member page  
views

**268**

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

Increased Instagram following by 153%  
Grew Facebook following by 151%  
837 Video Views on Youtube alone



**157** event  
sponsors

**7**

FEATURES IN LOCAL  
PRESS OUTLETS

### PARTNERED WITH

Radio Sponsor



Podcast Sponsor



# RETHINK | REOPEN | RECOVER

## Supporting Business Through Crisis

### BUSINESS RESILIENCY TASK FORCE

The Harford County Chamber has established a Business Resilience Task Force with the goals 1) To vet policy solutions and recommendations for the near, mid- and long-term as it relates to economic resilience and recovery, as well as ongoing labor and employment challenges 2) To share updates, questions and challenges as the situation continues to evolve

Along with Harford County Community & Economic Development, we've partnered with several business organizations throughout the county and invite you-concerned business owners and employees who want to play an important role in addressing specific economic, labor and employment issues and, ultimately, help our business community recover from effects of the pandemic. If interested in participating in the bi-weekly meetings (Wednesdays from 10am-11:30am), email Angela at [angela@harfordchamber.org](mailto:angela@harfordchamber.org).

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reviewing COVID-19  
related legislation

in COVID-19  
related meetings

speaking with businesses  
about COVID-19 relief

352

Individual  
COVID-19 Member  
Check-Ins Made

Membership Director Heather is in the process of calling every member to connect them with resources and assistance in dealing with COVID-19 impacts

### KEEPING A CONNECTION

5

COVID-related  
educational webinars  
& town halls

24

Virtual Happy  
Hours with  
Heather

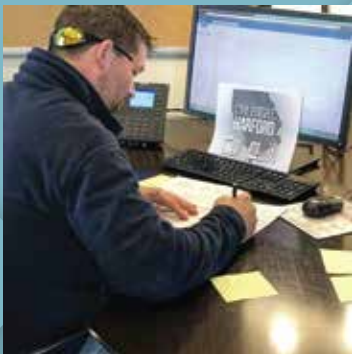




# I'M HERE HARFORD

I'm Here Harford is a resiliency and recovery campaign focusing on supporting business and organizations across all industries. Now more than ever, we are witnessing unity in the business community. Our Harford County businesses are still here and will continue to adapt to circumstances and fight for their livelihoods and the ability to continue to serve our county.

[harfordchamber.org/imhere/](http://harfordchamber.org/imhere/)



# ARE YOU TAKING ADVANTAGE OF OUR **COST-SAVINGS** PROGRAMS?

As a Harford County Chamber member, you have exclusive access to 8 different cost-savings programs, providing enhanced flexibility in your business finances.



## ENERGY & SUSTAINABILITY MANAGEMENT

CQI Energy Co-Op



## MANAGED IT SERVICES

CMIT Solutions of Upper Chesapeake/Columbia



## DIGITAL DISPLAY ADVERTISING

Niche Marketing Company



## VISION AND DENTAL INSURANCE

Group Benefit Strategies, LLC



## INTERNET & PHONE SERVICES

GTB Global Telecom - Free Installation and Up to 30% Off Service



## LONG TERM CARE INSURANCE

Baygroup Insurance - You and Your Family Save Up to 5%



## EMAIL MARKETING

Constant Contact - Save Up to 25%, Even if You're Already a Customer



## OFFICE SUPPLIES

W. B. Mason - Save Up to 70% Off List Price From Other Manufacturers



To learn more or enroll, visit  
[harfordchamber.org/opportunities/CS](http://harfordchamber.org/opportunities/CS)



# THANK YOU

## Stakeholder Members



HARFORD  
COMMUNITY COLLEGE



## Aspire Member



## Growth Members



## Marketing Members

