

Welcome

The St. Mary's County Chamber of Commerce invites you to join business and professional persons who care about and are actively involved in their community.

What is the Chamber?

The St. Mary's County Chamber of Commerce is a non-profit association of businesses working together to create a thriving economy for St. Mary's County and Southern Maryland. The Chamber encourages business and industrial investment in the community, supports education at all levels, promotes tourism, and strives towards the creation of more jobs in St. Mary's County. The St. Mary's County Chamber was founded in 1974.

Chamber Goals and Objectives

Assisting our members: The St. Mary's County Chamber of Commerce is dedicated to the success of your business. We are here as a resource for our members, striving to provide you with every advantage in today's business world.

Building and supporting the business community: The Chamber's first priority is making St. Mary's County a profitable environment for businesses of all sorts. When business is strong, the whole community prospers.

Community recognition: We believe that membership in the Chamber of Commerce carries with it levels of both respectability and responsibility. The Chamber strives to provide public recognition to our members for their contributions to our community's successes.

Membership Services

Advertising Opportunities

The Chamber of Commerce's *Community Guide* and ads or flyers in our monthly newsletter, the *Chamber Update*, can help you reach the customer you need at prices that won't pinch your budget. You can purchase a set of membership mailing labels for use in sending out your own ads. We can also arrange to insert one of your brochures in the relocation packages we send out. All advertising opportunities are at very reasonable rates.

Annual Business Directory

The St. Mary's County *Community Guide* provides visitors and residents with handy information about the county and its businesses. This convenient guide, published in June of each year, includes a free alphabetical and categorical listing of all Chamber members as well as additional advertising opportunities. Verification forms are sent to Chamber members in March to ensure that accurate information is published in the directory.

Annual Meeting/Dinner

The Chamber hosts a general membership meeting and dinner each June to introduce newly elected Board members, present the Business Person of the Year award, Public Servant of the Year award, and the Kim Cullins Tourism & Hospitality award. The Chamber's accomplishments from the past fiscal year (July 1-June 30) are reviewed at this event.

Business After Hours (BAH)

These monthly gatherings provide networking opportunities for business persons sharing similar challenges and interests in the community. At BAHs, members can meet new members of the business community and renew acquaintances with contacts in a relaxed atmosphere while enjoying refreshments. Door prize drawings are held and there is a 50/50 raffle to support the Chamber scholarship fund. Hosting a BAH is a great way for new members to show off their facilities and services or for existing members to promote new and exciting facets of their businesses.

Business Referral

The Chamber of Commerce is often the first point of contact for visitors and persons relocating to the county, as well as a resource for existing businesses and residents. The Chamber office frequently receives calls requesting information on local products and services. Callers and visitors are referred to Chamber members who fit their needs.

Business Showcase/Business Awards Luncheon

The Business Showcase provides member businesses with a professional venue to showcase themselves to the business community in Southern Maryland. This event, which is open to the public, is held in May of each year and includes free seminars and demonstrations throughout the day ending with a closing reception. At the Business Awards Luncheon that precedes the Showcase, four member businesses are presented with Chamber business awards: the Beacon Award, Community Service Award, Emerging Business Award, and Lighthouse Award. This popular event sells out every year.

Chamber Golf Outing

Here's your chance to advertise your business while playing golf. This annual event is also a great opportunity to meet and have a day of fun with other Chamber members. The Chamber Golf Outing takes place in June and guarantees entertainment, prizes, and fun for everyone!

Government Affairs

The Chamber of Commerce works on a continuous basis with the local, state and federal government on business issues that impact Chamber members. A Chamber membership provides you with the means to make your voice and concerns heard. Please let us know your needs and opinions so that we can pass them along to the legislators.

Legislative Breakfast

This annual event, held in February, provides Chamber members with the chance to make their voices heard in Annapolis. Discover the important issues our legislators are tackling and share your thoughts on what businesses need in order to do business in St. Mary's County.

Member Discount Program

Chamber members in good standing can take advantage of discounts offered by member businesses to other members. Each year when a Chamber member business renews its membership, the primary contact for that business receives a new Member Discount Card. Additional cards are available for employees of member businesses for \$1.00 each. Discounts are listed each month in the Chamber Update and on the website (www.smcchamber.com).

Members' Luncheons

The Chamber occasionally holds Members' Luncheons at various times during the year with guest speakers.

Newsletter

The *Chamber Update* keeps you current on Chamber events, community activities, business issues and opportunities. The *Update* is published monthly and provides business news, recognizes the accomplishments of Chamber members, and is a vehicle for member news. Member input is encouraged, and advertising space is also available. Call the Chamber office, 301-737-3001 for information on newsletter articles, flyers, or advertising.

Ribbon-Cutting Ceremonies

The Ambassadors Committee sets up ribbon cuttings with new businesses across the county. Ambassadors Committee members come out to the business with ribbons and scissors, and the Chamber staff takes photos. Ribbon cuttings can also be arranged for relocations of existing businesses, changes of ownership, or other significant happenings in the life of a business. Ask for a free copy of our Ribbon Cutting Guide to make your event a success.

Seminars

The Chamber offers training and education opportunities to members through special seminars and forums. These sessions assist our members in addressing current business and community issues. Let the Chamber educate you on the trends and changes taking place in St. Mary's County.

State of the County Luncheon

At this annual event, usually held in the fall, St. Mary's County Commissioners present an overview of the current and future challenges being faced by the county. Chamber members are invited to participate in a dialogue with our elected officials regarding the future of our community.

State of the Public Schools Luncheon

This annual event, usually held in the fall, features the Superintendent of the St. Mary's County Public Schools and other school officials. Chamber members are given the opportunity to hear about the current state of public education in St. Mary's County.

Taste of St. Mary's

The Taste of St. Mary's is held every September on a Sunday afternoon on the square in historic Leonardtown. Restaurants and caterers may purchase booths and show off their specialties. There is no admission charge; food tickets are \$1.00 each and vendors charge 1-3 tickets per sample. There are children's activities, live music by local bands, and shops to explore.

Tourism Services

Tourists and persons relocating to the area frequently call and/or visit the Chamber office as well as the St. Mary's Welcome Center in Charlotte Hall to find out about the sights to see and services offered in St. Mary's County. They leave with copies of the Chamber's *Community Guide* as well as referrals from Chamber staff on local products and services. The Chamber staff takes every opportunity to promote member businesses and their events to visitors.

Web Site

The Internet is one of the greatest sources of information and buying tools. The Chamber of Commerce's web site is designed to profile our Chamber members. The free link to our web site puts your business at the hands of interested newcomers, existing businesses, and residents. Check us out at <http://smcchamber.com>.

Advertising Opportunities

Advertising in the *Chamber Update* or on the Chamber website provides you with the means to promote your products, services, sales, and events to hundreds of your fellow member businesses. The *Chamber Update* has 11 issues per year with a distribution of approximately 600 copies per month. Ad sizes and prices are shown on the following page. If you do not see the ad size you are interested in, please contact the Chamber office to discuss price. Ad copy should be provided electronically in jpeg or pdf format by the 15th of the month prior to the month in which your ad is to appear. The Chamber staff can assist you in designing an ad for no additional charge.

Advertising Rates

Double Column Ad

Will cost you only
\$90.00 per month

Your camera-ready ad design
should measure 5" x 3"

Frame Ad

\$125/year

1.5" x 2.5"

Single Column

for only

\$65.00

per month

Your camera-ready
copy should
measure 2.5" x 4"

*Extra inches available at
\$12.50 per inch.*

Business Card

or any other design
in this space for only

\$55.00 per month

Your ad design should measure 3.5" x 2"

Flyers can be inserted in the *Chamber Update* for only \$150.00 per month. You provide the Chamber with 700 copies of your insert on 20 lb. bond by the 15th of the month prior to the publication date—we do the rest!

Discounts

Chamber Update ads paid in advance (with the exception of frame ads) receive discounts in the following amounts: 5% discount for an ad contracted to run for 3 months or more, paid in advance; 10% discount for an ad contracted to run for a full year, paid in advance.