Issue 10, April 2021

THE St. Mary's County Chamber OF COMMERCE

UPDATE

Business Showcase 2021

Since the State of Maryland COVID-19 mandates have recently been changed to allow indoor events at 50% capacity, the Chamber has decided to hold a modified Business Showcase this year on **Wednesday, May 12th.** The event will take place at the Hollywood Volunteer Fire Department Social Hall from 1:00-5:00 p.m. There will be no Business Awards Luncheon or reception that afternoon, but we will still have availabiity for up to 60 Chamber member business exhibitors and the Tour Card door prize drawings that afternoon. Masks and social distancing will be required. As always, the event will be open to the public with free admission.

The exhibitor reservation form is in this newsletter on page 3. We look forward to seeing many of our member businesses participating in this popular event.

We are still looking for nominations for the Chamber Business Awards, Businessperson of the Year, and the Public Servant Award. Nomination forms are in this newsletter.

Chamber Office Reopening

The Chamber office at 22738 Maple Rd, Lexington Park, is reopening for business beginning April 5, 2021.

The hours will be Monday through Thursday, 9:00 a.m. to 5:00 p.m., and Friday, 9:00 a.m. to 12:00 noon. Stop by and say hi!

We are looking for hosts for in-person Business After Hours in May and June. Contact the Chamber office if interested.

Business *After Hours*

Wednesday, April 28, 2021
5:00-6:00 p.m.
Via Zoom

Join us and meet some of your fellow Chamber members, learn new information about what's happening in our county, and tell us about your business or organization.

Invitations will be emailed to Chamber members.

Welcome to Our New Members

Jefferson Patterson Park & Museum
10515 Mackall Rd.
St. Leonard, MD 20685
Point of Contact: Desiree Smith
(410) 586-8501
https://jefpat.maryland.gov/Pages/default.aspx
Government-State

Lexington Park Ford Lincoln
22659 Three Notch Rd.
California, MD 20619
Point of Contact: Jaclyn Snyder
(301) 863-8111
www.lexingtonparkford.com
Auto/Truck Dealers

Thank You to Our Renewing Members

A Better Plumber
Andromeda Systems, Inc.
Baddour Law Firm, LLC
Blue Crab Title & Escrow, LLC
The Boeing Co.-Pax. Riv. Bus. Dev. Off.
Cedar Lane Senior Living Community
Country Inn & Suites by Carlson
The Dorsey Law Firm
Education Association of St. Mary's County
Edward Jones Investments
Equa, LLC
Fish the Bay Charters LLC
Great Mills Trading Post Co., Inc.
Hampton Inn Lexington Park
Historic St. Mary's City Commission
Historic Sotterley, Inc.
Home Services Restoration, LLC
Huntington Learning Center
Leadership Southern Maryland
Mag Aerospace
MedStar St. Mary's Hospital
NAVMAR Applied Sciences Corp.
Parlett Affiliated Companies
Patuxent Dental
Personalized Touch Catering, LLC
Pho D'lite Lexington Park LLC
Quality Transfer & Storage
Ruddy Duck Seafood & Alehouse
St. Mary's Ryken High School
Simms-Mattingly Insurance Agency
Smartronix, Inc.
Southern Maryland Association of Realtors
Southern Maryland Foot & Ankle Spring
Spring Valley Apartments
Spyglass at Cedar Cove
Jacob Weaver Architect

St. Mary's County Chamber of Commerce
Business Showcase, May 12, 2021, 1:00-5:00 p.m.

Hollywood Volunteer Fire Department
24801 MD-235, Hollywood, MD 20636

This is a modified Showcase event that will adhere to current COVID-19 guidelines for indoor events. There will be no Business Awards Luncheon that morning or reception that evening. The tour card prize drawings will occur at the end of the day. Exhibitor spaces will be randomly assigned by the Chamber. Social distancing and masks will be required.

An 8 ft. table and one chair will be provided if required. Exhibitors will need to provide their own table skirts if needed. Attendance will be monitored to ensure compliance with 50% capacity. **There must be only one person staffing each exhibit table at a time.**

___YES, we will participate as an exhibitor.

Will you need a table? ___YES ___NO

Please enclose your check for $250 with this form or register and pay on line at https://smcchamber.com.

Return this form and/or payment to:

St. Mary's County Chamber of Commerce
22738 Maple Rd., Suite 104
Lexington Park, MD 20653

Email: donna@smcchamber.com
Fax: 301-737-0089

Company:_____ Contact:_____

Mailing Address:_____

Telephone:_____ Fax:_____ E-mail:_____

The Chamber needs prizes for the Tour Card drawings held at the conclusion of the Showcase. Prizes must be at least a $50 value. Donating companies will be recognized in the Showcase program and on the Tour Cards. If you would like to donate a prize, indicate below:

___YES, we would like to donate a Tour Card prize. Prize description:_____

County Announces New Grant Opportunities for Small Businesses Under the Maryland RELIEF Act

The St. Mary's Chamber is working in cooperation with the St. Mary's County Department of Economic Development to solicit applicants for grants being made available under the Maryland RELIEF Act to be used to provide grants to businesses to assist the businesses in setting up an online sales framework and offering employees telework opportunities. Three grants of $3,000 each will be awarded to local companies in the County. We are asking businesses who qualify and are interested in applying to contact the Chamber at rfleming@smcchamber.com and addressing each of the criteria including if the company received previous COVID-19 funding, a brief description of the planned project, and a contact person's email/phone number. We are also asking Chamber members who do not qualify to pass this information along to businesses that may (Chamber membership is not required to apply).

To be eligible for a grant under the Program, an applicant must:

- **Have been established prior to March 9, 2020**
- **Be registered and in good standing with Maryland State Department of Assessments and Taxation**
- **Currently be in operation**
- **Have a physical location within St. Mary's County**
- **Not have more than 20 total employees excluding the owner**

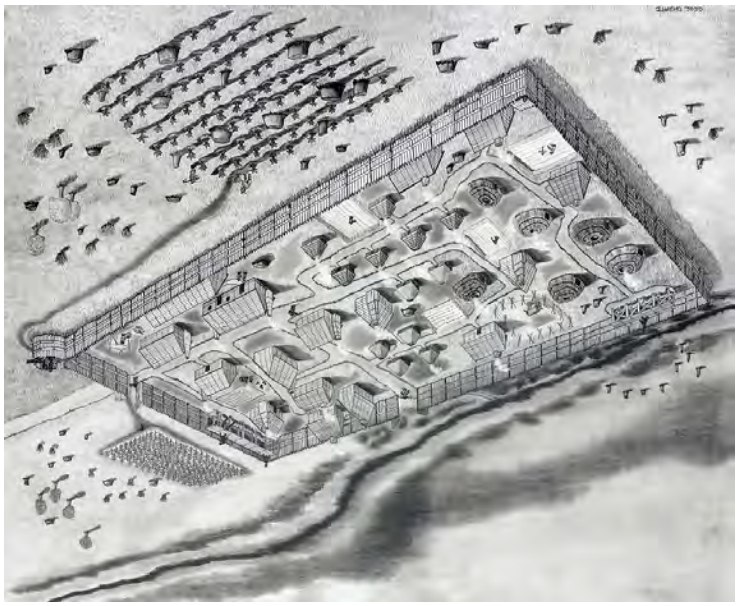
Note: Applicants that did not receive a COVID-19 Business Relief Grant or Loan will be prioritized over applicants that received a COVID-19 Business Relief Grant or Loan from the Maryland Department of Commerce

Deadline is May 1st.

Greenwell Foundation Equestrian Director Awarded Honorary Paul Harris Fellow Rotary Community Heroes Award for Work During Pandemic

Jenn Emmart, Greenwell Foundation's Equestrian Director received the highest honor a non-Rotarian can receive, the Rotary Community Heroes Award named for Paul Harris, Rotary's Founder. Jen was nominated by Lisa Blackwell, District 7620 President and a member of Greenwell Foundation's Board of Trustees. Blackwell made the nomination, she said, because of the extraordinary work Jenn has done throughout the pandemic to care for Greenwell's herd of horses, and all their animals, and for continuing important Greenwell Programs that serve adults and children with and without disabilities at Greenwell State Park. Emmart and her staff have served the St. Mary's County community by continuing to offer the therapeutic programming – riding lessons, trail rides, Equine Assisted Activities and Therapies (EAAT) -- that our neighbors have needed so much during these very difficult times. A highpoint of service was when Jenn and Greenwell Executive Director Jolanda Campbell brought ponies to Charlotte Hall Veterans Home for a day-long visit with residents. Get more information about Greenwell Foundation's programs at the website www.greenwellfoundation.org or by calling the office at 301-373-9775.

Historic St. Mary's City Discovers Location of 1634 Fort



Historic St. Mary's City announces that Dr. Travis Parno, Director of Research and Collections for Historic St. Mary's City and his team have located the site of the original St. Mary's Fort, the 1634 palisaded fort erected by the first wave of European settlers who founded Maryland. The site, which spans an area approximately the size of a football field, is located in Historic St. Mary's City (HSMC) in Southern Maryland. A formal online announcement will premiere March 25, Maryland Day, 2021 at 7 p.m. on the museum website http://www.HSMCdigsHistory.org.

"Finding the location of Maryland's original settlement is truly exciting news for our state and will give us an opportunity to reconnect with our pre-colonial and early colonial years," said Governor Larry Hogan. "The state has been proud to support the study of St. Mary's Fort and looks forward to further excavation of the area as we approach our state's 400th anniversary," Governor Hogan added.

St. Mary's Fort was the first major foothold of European settlement in the state and the fourth English colony in the country after Jamestown (1607), Plymouth (1620), and Massachusetts Bay (1630). In March of 1634, approximately 150 Maryland colonists arrived on two ships, Ark and Dove, in an area that was home to the Yaocomaco, a tribe loosely allied with the Piscataway paramount chiefdom. What little is known about this period is drawn from English colonial records. The archaeological study of St. Mary's Fort has the potential to unearth new information about Maryland's pre-colonial and early colonial past.

Members of the HSMC Department of Research and Collections have been conducting fieldwork within the St. Mary's City National Historic Landmark area since 1971, but definitive traces of St. Mary's Fort remained elusive until a 2018 grant from the Maryland Historical Trust allowed Parno to hire geophysicist Dr. Timothy J. Horsley to survey two suspected locations using magnetic susceptibility, magnetometry, and ground-penetrating radar. The results, which were verified via a brief archaeological dig, confirmed the fort's exact location.

The study of St. Mary's Fort is part of a larger initiative titled People to People: Exploring Native-Colonial Interactions in Early Maryland, scheduled to begin in 2021. Created as a collaborative effort between Historic St. Mary's City and Piscataway tribal participants, the project will include archaeological excavations at St. Mary's Fort and indigenous sites near the fort, interpretation and exhibits of native and colonial culture, and public programming about life in the region in the years prior to and during the early seventeenth century.

Parno is currently consulting with Piscataway tribal participants and other stakeholders, and excavations of St. Mary's Fort are ongoing thanks to the support of private donors and funds provided by Governor Hogan's office. With the support of the State, St. Mary's Fort will be integrated into Historic St. Mary's City's living history program in time for the state's 400th anniversary in 2034. In the meantime, the excavation site is open during public visitation hours.

Please see http://www.hsmcdigshistory.org for hours and availability.

Drayden African American Schoolhouse Open Houses

April 10, May 1, June 5, June 19, June 20, July 3, August 7, September 4, October 2

11:00 a.m. - 2:00 p.m.

Drayden African American Schoolhouse
18287 Cherryfield Road, Drayden, MD 20630

Phone: 301-994-1471

Web: Facebook.com/DraydenSchool

Learn more about one of the nation's best-preserved one-room African American schoolhouses, located right here in St. Mary's County. Check out the restored schoolhouse and learn about its rich history and importance to education in St. Mary's County. Hear the real stories about how African American students learned up until the mid-20th century. Staff and volunteers will be available for tours and to answer any questions and provide information.

The Black Diamond Event Weekend

April 24-25, 2021

10:00 a.m. – 5:00 p.m. each day

St. Clement's Island Museum
38370 Point Breeze Road, Colton's Point, MD 20626

Phone: 301-769-2222

Web (for print): Facebook.com/SCIMuseum

Head to St. Clement's Island Museum for a weekend commemorating a forgotten tragedy of the Civil War - the Black Diamond Disaster. On April 23, 1865, eighty-seven (87) lives were lost when the Black Diamond and the steamer Massachusetts collided in the Potomac River near St. Clement's Island during the hunt for John Wilkes Booth. Includes free museum admission, free water taxi rides to St. Clements Island State Park, Sunday Commemoration Ceremony, and concert by the Federal City Brass Band.

Submit your nomination for

Chamber Business Awards

Complete and return to the St. Mary's County Chamber of Commerce by May 15, 2021. Recipients of these awards will be chosen by the Chamber's Business Awards Selection Committee. A video presentation of the awards will be created and put on the Chamber's websote. Chamber Members may nominate their own company for consideration by the Awards Selection Committee.

Award Categories

- ★ Annual Beacon Award
- ★ Annual Lighthouse Award
- ★ Emerging Business Award
- ★ Community Service Award

Award Criteria

(Nominations should be based upon as many items as possible.)

Annual Beacon Award
(up to 15 employees)

Annual Lighthouse Award
(16 or more employees)

- ★ Must be a Chamber member
- ★ At least four years in business
- ★ Demonstrated revenue growth & job creation
- ★ Recognized for excellence in their industry
- ★ Innovative and creative product, customer service, management, staff development and marketing practices
- ★ Involvement in community

Emerging Business Award

- ★ Must be a Chamber member
- ★ Completed a minimum of one year and a maximum of four years in business
- ★ Demonstrated growth in customers, revenue & number of employees
- ★ Recognized for excellence in their industry
- ★ Innovative and creative product, customer service, management, staff development or marketing practices
- ★ Involvement in community

Community Service Award

- ★ Must be a Chamber member
- ★ Four years in business
- ★ Contributes to community-oriented projects and enhancements with service to boards, charities, mentoring, scholarships, etc.
- ★ Gives time and energy to Chamber service
- ★ Shows leadership and support of other Chamber members
- ★ Displays an exemplary business/community image

Please indicate the category for this nomination:

_____ Annual Lighthouse Award _____ Annual Beacon Award
_____ Emerging Business Award _____ Community Service Award

Business/Organization: _____Number of Employees: _____

Owner/Manager Name: _____

Describe why you feel this business/organization should receive the Award for 2020. Attach additional sheets if necessary.

Demonstration of Growth:

_____

_____

Recognized for Excellence:

_____

_____

Community Involvement:

_____

_____

Innovation and Leadership:

_____

_____

Other:

_____

_____

_____

_____

Nominated by:

Name: _____Business: _____

Phone: _____Email: _____

Return form by mail, fax or email no later than March 13, 2020 to:

St. Mary's County Chamber of Commerce
22738 Maple Rd., Suite 104
Lexington Park, MD 20653
Fax: 301-737-0089 Email: donna@smcchamber.com

Submit your nomination for the 2021 Business Person of the Year

Award Criteria

- Must have been a participating Chamber Member for at least five years prior to nomination
- Must volunteer time, personnel or resources to Chamber activities
- Must have made key contributions to the betterment of the St. Mary's County community

Nominee: _____ Business: _____

Describe why you feel this person should receive the 2021 Business Person of the Year Award using the criteria listed above. Please give as much information possible in support of your nominee and explain how he or she meets the criteria. Attach additional sheets if necessary.

_____

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_____

Nominator's Name: _____ Phone No: _____

Email Address: _____

Please return the completed form to the St. Mary's County Chamber of Commerce by **May 15, 2021**. The winner will be chosen by the Chamber's Leadership Advisory Council. A video presentation of the award will be recorded and put on the Chamber's website

The St. Mary's County Chamber of Commerce
22738 Maple Rd., Suite 104, Lexington Park, MD 20653
Phone: 301-737-3001 Fax: 301-737-0089
Email: info@smcchamber.com

Submit your nomination for the 2021 Public Servant Award

This Award was established to recognize an individual in the public sector for exceptional service in working with members of the business community. This individual, through the performance of his or her duties, has displayed not only superior customer service but also an understanding that the support and betterment of the business community serves to benefit the entire community.

Eligibility: An individual who is an employee, elected or appointed official at a federal, state or local public or quasi-public agency.

Criteria: An employee of a public agency who regularly provides exceptional service to members of the business community who use the services of that agency. An individual who, through his or her actions as a public servant, has demonstrated a clear understanding of the role that the business community plays in the well-being of our entire community.

Please complete this form with your nomination and return it to the Chamber office by no later than **May 15, 2021. A video presentation of the award will be recorded and put on the Chamber's website.**

Name of Nominee:

_____

Position: _____ Agency/Government: _____

Employee_____ Appointed_____ Elected_____ Length of Service _____

Please explain why this person is deserving of this recognition. Additional sheets may be attached.

_____

_____

_____

_____

_____

_____

_____

_____

Name of person submitting this nomination: _____

Telephone: _____ Email:_____

*Please return by mail, email, or fax by **May 15, 2021** to:*

St. Mary's County Chamber of Commerce
22738 Maple Rd., Suite 104
Lexington Park, MD 20653
Telephone: 301-737-3001
Fax: 301-737-0089
info@smcchamber.com

With a Two-Year Revenue Growth of 237% Percent, ABSI Aerospace & Defense Ranks No. 39 on Inc. Magazine's List of the Fastest-Growing Private Companies in the D.C. Metro Region

Companies on the 2021 Inc. 5000 Regionals: D.C. Metro list employed more than 120,000 people.

Inc. magazine today revealed that ABSI Aerospace & Defense is #39 on its second annual Inc. 5000 Regionals: D.C. Metro list, the most prestigious ranking of the fastest-growing Washington, D.C., area-based private companies. Born of the annual Inc. 5000 franchise, this regional list represents a unique look at the most successful companies within the D.C. area economy's most dynamic segment—its independent small businesses.

"This is an honor, certainly," said Christopher Sacco, ABSI's CEO. "But it's also an indicator of the ambitious nature of what we're doing here at ABSI. We see a need for smart, dedicated teams of test and evaluation, and training professionals that can quickly bridge the gap between emerging technologies and the end user—something not every company has in its back pocket—and we're meeting that need for commercial and government clients working with cutting-edge autonomous systems."

The companies on this list show stunning rates of growth across all industries in the Washington, D.C., region. Between 2017 and 2019, these 250 private companies had an average growth rate of 211 percent and, in 2019 alone, they employed more than 120,000 people and added nearly $15 billion to the D.C. area economy. Companies based in major metro areas—Baltimore, Maryland, the Washington, D.C. area, and Richmond, Virginia—brought in the highest revenue overall.

Complete results of the Inc. 5000 Regionals: D.C. Metro, including company profiles and an interactive database that can be sorted by industry, metro area, and other criteria, can be found at https://www.inc.com/inc5000/regionals/washington-dc starting March 16, 2021.

"This list proves the power of companies in the Washington, D.C. area no matter the industry," says Inc. editor in chief Scott Omelianuk. "The impressive revenues and growth rates prove the insight and diligence of CEOs and that these businesses are here to stay."

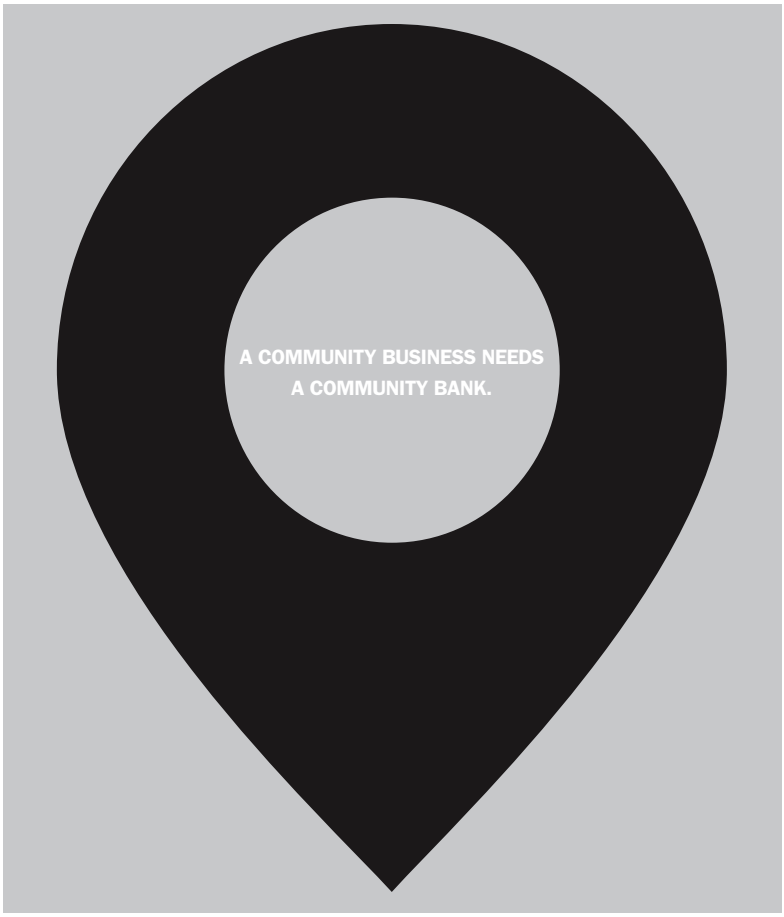
KAIROS, Inc has welcomed Michelle Reeves as their new CEO, making KAIROS a Woman Owned Small Business (WOSB).

Michelle brings over 20 years of leadership experience to include an extensive background in business management, leading large-scale programs. Additionally, she is a graduate of Leadership Southern Maryland, Class of 2016, and stays active in the community supporting local charities and youth sports programs.

As CEO, Michelle is committed to delivering quality service to customers while empowering the KAIROS team to ensure corporate strategies, goals, and objectives are met. For more information about Michelle and KAIROS, Inc., visit www.kairosinc.net

Lexington Park Ford Lincoln Opens New State-of-the-Art Facility on Three Notch Road!

Lexington Park Ford Lincoln is excited to announce the grand opening of their all-new facility located at 22659 Three Notch Road in California, Maryland.The 28,000 square foot state-of-the-art facility brings a 4,500 square foot showroom, a comfortable customer lounge and children's play area, 16 service stalls, a large parts department and over 6 acres of vehicle storage, more than doubled from their previous location on Great Mills Road. "After careful planning and just shy of three years of construction, our new facility is better suited to serve ou guests and we couldn't be more pleased with the outcome," said General Manager, Jason Moore. Stop by to check out the new facility under the GIANT American flag on Route 235 in California!



Making a business a success can be challenging, so it is important and valuable to have a community bank partner. To us, it's the relationship that matters, not just the transaction. We care for our customers, whether providing flexibility, lending money to help you grow, or simply being available when you need us. We are passionate about serving, we are happy to see you, we know your name, we understand your business and we're here for the long haul to exceed your expectations.

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23415 Three Notch Rd., Unit 2026
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Dinner & A Cruise Series at St. Clement's Island Museum

April 25 (2pm – 6pm) The Civil War & St. Clement's Island
May 16 (4pm – 8pm) Meet Dr. Thomas Gerard
June 13 (4pm-8pm) Maryland's Beautiful Swimmers
August 1 (4pm – 8pm) Inside Blackistone Lighthouse
October 10 (2pm – 6pm) A Fall Foliage Tour

St. Clement's Island Museum
38370 Point Breeze Road, Colton's Point, MD 20626
Phone: 301-769-2222
Web: Facebook.com/SCIMuseum

Enjoy cool breezes during a fun evening of cruising on the St. Clement's Island Water Taxi, cocktail reception at St. Clement's Island Museum and delicious dinner at local waterside Morris Point Restaurant during this series of themed cruises throughout the season! Your water tour will include a guide. The event will begin and end at Morris Point Restaurant, where the Water Taxi will pick everyone up and take them to the St. Clement's Island Museum for a cocktail reception. Diners will then re-board the boat and experience a narrated tour around St. Clement's Island before returning to Morris Point Restaurant for dinner. Tickets are $55 per person. Call museum to book. Only 20 spots per cruise.

THIS SPACE AVAILABLE
CONTACT CHAMBER
OFFICE

PERSONALIZED FINANCIAL
PLANNING AND ADVICE
ANNMARIE TROMBINO
Financial Advisor
21615 S. Essex Drive, Suite 52
Lexington Park, MD 20653
AKTrombino@firstcommand.com
301.862.4900
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Get Squared Away
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Business After Hours

March 24, 2021

Hosted By

APOD GROUP
LLC

From left: Noah Graeme (President/CEO, APOD Group) with Chad Day (Servpro of St. Mary's & Calvert), Chamber Board Chair

The Chamber's Member Discount Program

Thank you to our Chamber members listed below who are already participating in the Member Discount Program. If your company would like to participate, please contact the Chamber o ce at 301-737-3001 or send us an email to info@smcchamber.com. Current available discounts are listed on the Chamber's website: https://smcchamber.com.

Participating Chamber Member Businesses

Aicy Karbstein, Artist; Alexander Chiropractic Center; BalanceLogic, LLC; Baldwin, Briscoe & Steinmetz, PC; Barefoot Graphics; California Total Body Massage; Cedar Point Federal Credit Union; Corwin Home Improvement, LLC; Country Inn & Suites Lexington Park; Cube Smart LP; Extra Space Storage #8338; Dance Fitness Studio Twelve Twelve; Heritage Printing & Graphics; Hilltop Signs & Graphics; Mid-Atlantic Skin Surgery Institute; Oasis Grafx; PaxFitness; Printing Press, Inc.; St. Mary's Roo ng & Home Improvement; Dylan Schneider, DDS, MS, LLC Orthodontics; Servpro of St. Mary's & Calvert; T.N. Bowes Heating & Air Conditioning, Inc.

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PERSONALIZED THERAPY, LLC
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1005 Prince Frederick Blvd, Ste. 102 - Prince Frederick, MD 20678
22583 Three Notch Road - California, MD 20619
Phone (301) 862-2505
Fax (301) 862-2548
personalizedtherapy@mdlinkmail.net
www.personalizedtherapyllc.com

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