Issue 8, February 2021

THE St. Mary's County Chamber OF COMMERCE

UPDATE

This has been a difficult and challenging time for all of our families, friends, and businesses. Now that a new year has begun with the hope of a vaccine, the Chamber is looking forward to returning to a semblance of normality, which is why these awards are even more important than in the past.

Please think about businesses that have gone the extra mile to support their employees or took steps to help the local business community and non-profits during the past year.

Chamber Business Awards

Due to the cancellation of the 2020 Business Showcase and Annual Dinner, none of the usual Chamber awards were presented in May and June.

Now that a new year has begun, we would like to reestablish the awards program. The Business Awards usually presented at the Showcase are the Beacon Award, Lighthouse Award, Community Service Award, and Emerging Business Award. We would also like to include the Businessperson of the Year and Public Servant Awards usually presented at the Annual Dinner.

The current plan is to make a video of the presentations which will be on the Chamber website. The criteria for each award are on pages 3 and 4 of this newsletter.

The nomination forms will be in the March edition of the Chamber Update. In the meantime, please give some thought to possible nominees, including your own business!

Business *After Hours*

Wednesday, February 24
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

Federated Insurance
80 Gentry Ct.
Annapolis, MD 21403
Point of Contact: Josh Hooper
(443) 841-4151
https://reps.federatedinsurance.com/jhooper
Insurance

Precision Tune Auto Care
22440 Three Notch Rd.
Lexington Park, MD 20653
Point of Contact: Dennis Raley
(301) 863-3800
https://www.precisiontune.com/locations/lexington-park-md/
Auto/Truck Repairs & Service

Your Journey Studios
23396 Colton Point Rd.
Clements, MD 20624
Point of Contact: Carol Davis, CPP
(301) 904-9187
www.yourjourneystudios.com
Photography--Photo Studio

Thank You to Our Renewing Members

AAMCO Transmisions & Total Care Care
AMEWAS, Inc.
Askey, Askey & Assoc., CPA, LLC
Beautiful Kitchens and Bath
The Center for Life Enrichment
Chamber Discoveries
Charlotte Hall Veterans Home
Combs Drury Reeves Insurance Agency
Cullins Trucking, Inc.
MD Dept. of Labor
Fitzgerald Realty & Auctioneers
Florida Institute of Technology
G&H Jewelers
Guy Distributing Company, Inc.
Jimmy Hayden, Realtor, RE/MAX Homes for Heroes
Herring Creek Furniture
Hickory Hills East/Raleigh Apt. Management
J.F.Taylor, Inc.
Aicy Karbstein
Kenny's Flowers
Kessler Body & Equipment, LLC
Mattingly Electrical Services, Inc.
Mudd & Moreland, LLC
Paragon Properties, Inc.
Patrick Haley Insurance & Financial
The Patuxent Partnership
Phocus Video Communications
Precision Tune Auto Care
Printing Press, Inc.
Roley, Watts & O'Neill Ins.
& Financial Services
St. Mary's Campus Store
St. Mary's County Public Schools
St. Mary's Nursing & Rehabilitation Center
SMECO
SMO Energy
Suburban Propane
The SURVICE Engineering Company
The Tackle Box
Tri-County Council for So. MD
Tye Dye Team, LLC
University of Maryland at Southern Maryland
W.M. Davis, Inc.
Waco, Inc.
WesBanco
Wildewood Group
Your Retirement Pathfinder

Chamber Business Awards

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

Businessperson of the Year Award

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

Public Service 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.

Women to Watch

Here's to Strong Women. May We Know Them. May We Be Them. May We Raise Them.

APG will be inviting Marylanders to nominate and vote for these fierce females who exemplify excellence, both navigating their career path and as contributing members to their community.

These are the women who are breaking stereotypes to positively impact our world today while inspiring the next generation of girls.

For more information and to nominate:
http://marylandindependent.secondstreetapp.com/Women-to-Watch-2021/

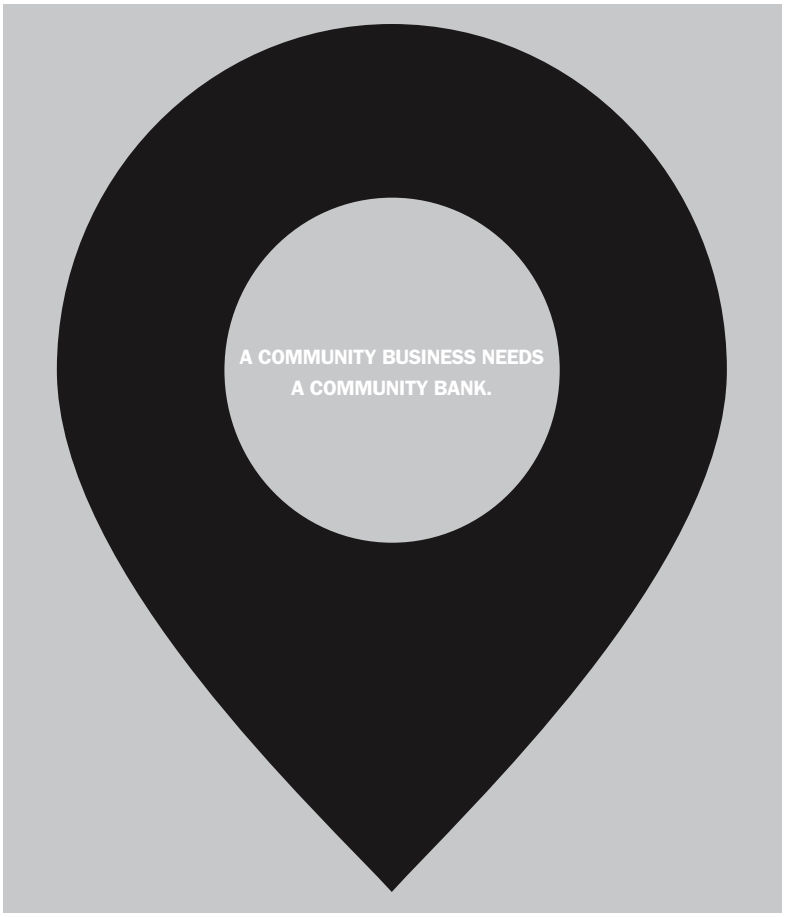
Ed Turbush Named Edward Jones Principal

Edward Turbush, who has served as an Edward Jones financial advisor in Hollywood, Maryland the past 17 years, has been named a principal with the firm's holding company, The Jones Financial Companies, LLLP. He was one of 161 individuals chosen this year from more than 50,000 associates across the United States and Canada to join the firm's principals.

Turbush and his family - wife Timea and their children: Sofia, Jaxson, Isabella and Zoe - will remain in St Mary's County, where Turbush will continue to serve investors.

Turbush attended College of Finance, where he graduated with a bachelor's degree in education. He also holds the CFP® and AAMS® professional designations.

Turbush office is located at 23680 Three Notch Rd Suite 202 Hollywood MD 20636. He can be reached at edward.turbush@edwardjones.com.



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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Community Day at St. Clement's Island Museum

February 12, 2021
10:00 a.m. - 4:00 p.m.

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

Phone: 301-769-2222

Web: Facebook.com/SCIMuseum

Have you ever wanted to contribute to an exhibit at a museum? St. Clement's Island Museum is seeking historic documents, photos and other significant objects related to St. Clement's Island and the Colton's Point area from the 20th century and earlier.

We will scan photos and documents, leaving you with the originals, and we can photograph objects and people for potential new exhibits. Set up a convenient appointment by calling the museum at 301-769-2222. Don't have anything to contribute? You can also donate funds dedicated to new exhibits: http://bit.ly/DonateSMCMuseums

This event encourages the public to share items and information that will help the St. Mary's County Museum Division expand the interpretation, exhibits and story of its historic sites.

News from Chamber Discoveries--Travel is Back!

Discounts! Book the October 2021 trip to Spain by April 27th and save$200... and more incentives will be offered for those joining the virtual presentation this Spring.

Minimal Deposit. Only $100 is required to hold your space on this trip.

No Risk. Penalties have been eliminated during the pre-booking periods.

Book now, and don't miss out! Chamber Discoveries anticipates pent-up demand for Fall travel. See the flyer on the following page.

DISCOVER & EXPLORE

SPAIN

WITH THE ST. MARY'S COUNTY CHAMBER OF COMMERCE

CHAMBER DISCOVERIES

THE St. Mary's County Chamber OF COMMERCE

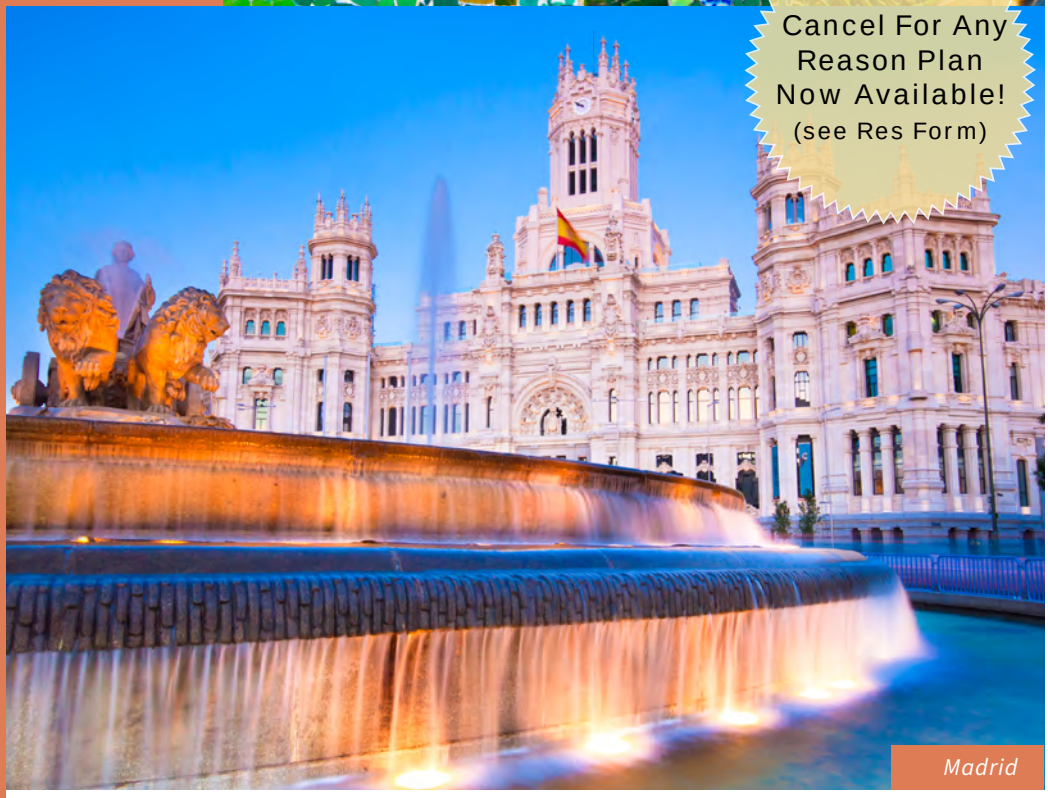
9-DAY JOURNEY

HIGHLIGHTS:

- Round trip scheduled airfare
- Round trip transfers between airports and hotels
- Personal airport VIP greeting and check-in service
- Pre-departure orientation and travel documents
- 7 nights First Class Accommodations
- Includes breakfast daily and a flamenco show
- Discovery Program Guide
- Tours of: Barcelona, Montserrat, Zaragoza, Madrid & Toledo
- Visit La Sagrada Familia and Prado Museum

Barcelona

Cancel For Any Reason Plan Now Available! (see Res Form)



Madrid

DAY BY DAY

DAY 1
- Transatlantic flight

DAY 2
- Arrive in Barcelona and transfer to our hotel for the next 4 nights
- Remainder of the day at your leisure

DAY 3
- Breakfast at your hotel
- City tour of Barcelona
- Visit La Sagrada Familia
- Remainder of the day at leisure

DAY 4
- Breakfast at your hotel
- Day at leisure
- Flamenco Dinner Show

DAY 5
- Breakfast at your hotel
- Half-day Montserrat Tour
- Remainder of the day at leisure

DAY 6
- Breakfast at your hotel
- Train to Zaragoza & city tour on arrival
- Train to Madrid

DAY 7
- Breakfast at your hotel
- City tour of Madrid
- Visit Prado Museum

DAY 8
- Breakfast at your hotel
- Excursion to Toledo
- Remainder of the day at leisure

DAY 9
- Transfer to airport for flight home

Click here to BOOK NOW

EARLY BIRD DISCOUNT
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*if deposited by January 31st!**

BOOK & SAVE
~~$3,549 PER PERSON~~
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*if deposited by April 27th!**

Departing October 27, 2021

For more information, please contact:
Donna Lange at (301) 737-3001

ACE ON TARGET

FEATURED POSITION

TECHNICAL DATA ENGINEER

Do you have a Top-Secret clearance, BS in Engineering, Link 16 experience, and 6 years relevant engineering experience? If so, take closer look at this position on our website!

WWW.ACEGROUPLLC.COM

Thank you to Our Veterans & Employees

ACE would like to take the opportunity to say THANK YOU to all of our employees who donated money, goodies & their time to support the veterans at the Charlotte Hall Veteran's Home over the holiday season.

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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Fax: 301-373-8098
Email: wmc@md.metrocast.net
Website: mattinglyelectric.com

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Get to know OakPoint Insurance!

Patrick Haley and Chris Weller have merged insurance agencies to create OakPoint Insurance. OakPoint Insurance is a fully independent insurance agency serving business owners, professional clients, individuals, and families. They offer three locations in Southern Maryland and have a fully licensed staff of agents to serve the community. OakPoint Insurance is currently licensed in the following states: MD, DC, VA, PA, OH, TX, NC.

OakPoint Insurance, a collection of independent and local insurance agencies dating back to the 1960s has evolved to become agents of change. While embracing its roots to maintain a strong local presence, OakPoint Insurance invested in technology to adapt and make purchasing insurance more convenient to the consumer. Consultation and collaboration happen in a variety ways through virtual and in person meetings, self-servicing options and remote working capabilities. The team of agents at OakPoint Insurance have over 250 years combined experience in the industry ranging from sales to claims and underwriting and everything in between.

OakPoint Insurance is focused on people and the mission reads; "OakPoint Insurance will take exceptional care of both our clients and our employees. At OakPoint Insurance, we believe in offering financially strong carrier options and investing in education of our employees to provide strength and direction to our clients. We feel when strength and direction is provided to both clients and employees, long-term growth will follow. " OakPoint Insurance believes when they focus on people and doing what is right, they can never go wrong.

OakPoint Insurance is independent and has relationships with many insurance carriers making them the only insurance agent you will ever need. From boat and life insurance to homeowners and even large businesses with multiple locations, OakPoint Insurance has several options to provide for its clients. Most importantly, OakPoint Insurance believes in serving the communities in which they do business. Chris Weller serves on several boards including the Leonardtown Lions, Breton Bay Golf & Country Club and the Independent Insurance Agents of MD. Patrick Haley is involved in youth athletics and currently serves the board of St Mary's Youth Lacrosse Club. Other Agents are also involved in volunteering to give back. Please consider OakPoint Insurance as your local and trusted insurance professionals.

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.

THIS SPACE AVAILABLE
CONTACT CHAMBER
OFFICE

PERSONALIZED THERAPY, LLC
Occupational, Physical, Speech, and ABA Therapy for Children and Adults
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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