THE St. Mary's County Chamber OF COMMERCE

UPDATE

UPCOMING CHAMBER EVENTS

Women to Women Conference
August 3, 2022 8am-3pm
Solomons Inn Resort & Marina
Register here for Sponsorships or individual tickets

Taste of St. Mary's
September 10, 2022 1pm-4pm
Leonardtown Square
Vendor spaces and Sponsorships available.

State of the County
September 20, 2022 11:30am
Bay District Volunteer Fire Department
Register here for Sponsorships or individual tickets.

Golf Tournament
September 22, 2022 8am
Breton Bay Golf Course
Registration coming soon.

Commissioner Candidate Forum Breakfast
October 4, 2022 7:30am. USMSM.
Register here for Sponsorships or individual tickets.

Senator/Delegate Candidate Forum Luncheon
October 19, 2022 11:30pm. USMSM.
Register here for Sponsorships or individual tickets.

When: Wednesday, August 3, 2022
Where: Solomons Inn Resort & Marina 8:00 am to 3:00 pm
Cost: $75.00 Early Bird/$85.00 (after 6/30)
Includes Continental Breakfast & Lunch

Discover how "The Art Forms of Doing Business" can assist you in achieving your personal and professional goals. Whatever your aspirations, our extraordinary panel of speakers will deliver an impactful experience with inspirations, intuitions, and influences.

- Keynote Speaker: Melissa Dawn Simkins, Velvet Suite
- The Art Form of Emotional Intelligence & Women in Negotiations:
  Nikki Phillips, Professional Communication Training
- The Art Form of Networking:
  Shaniqua Cousins, Seek Purpose. Live Dreams.
- The Art Form of Fake it Til You Make It, Imposter Syndrome:
  Tina Fraley, FitMinded Living

Register here for individual tickets.

Sponsorships levels available. Spaces are limited.
Deadline to secure your sponsorship is July 22, 2022.

Find out more and register here for sponsorships.

After Hours

Hosted by

Oak Point Insurance

at

22789 Three Notch Rd California MD 20619

Wednesday, July 27, 2022
5:00-6:30 pm

RSVP to the Chamber by July 15th
301-373-3001 or register here

Welcome to our New Members

Real Food Studio
41566 Medley's Neck Road
Leonardtown, MD 20650
Lisa Kelley
www.therealfoodstudio.com

Camp Maria Retreat Center
41290 Camp Maria
Leonardtown, Maryland 20650
Patricia Buckler
http://campmaria.org/

RenewU Medi SPa
22789 Three Notch Rd #A
California, MD 20619
Cryil Morfaw
www.renewusomd.com

Welcome to our Renewing Members

Bailey's Catering
Breton Bay Recreation, Inc.
The Boeing Co.-Pax. Riv. Bus. Dev. Off.
Exelon Generation
Jimmy Johns/By Grace Lexington Park, LLC
Lexington Park Denistry
Thomas M. Pelagatti, Attorney at Law
Personalized Therapy, LLC
RCM Utility Contractors
Solomons True Value/Grand Rental Station
Southern Maryland Foot & Ankle
Wag N Wash Natural Food & Bakery

Small Businesses invited to a Virtual Conversation with Senator Ben Cardin

July 11, 2:30 -3:30 pm.

Maryland Small, Minority & Women Business Affairs

Stay connected to the many opportunities for training, networking, and business development that are taking place across Maryland and on virtual platforms. Check out the full listing of small business events online.

JOIN THE CHAMBER COMMITTEES

This is a fun and interactive way to get to know more of the community. Some committees are active in different parts of the year. All are welcome!

Ambassadors (3rd Wed, 8:30 am)

Business Showcase Committee Active as needed during February - May.

Golf Tournament Tuesdays, 8 am by zoom, May-September. Help plan and/or execute this year's event at the lovely Breton Bay Golf and Country Club.

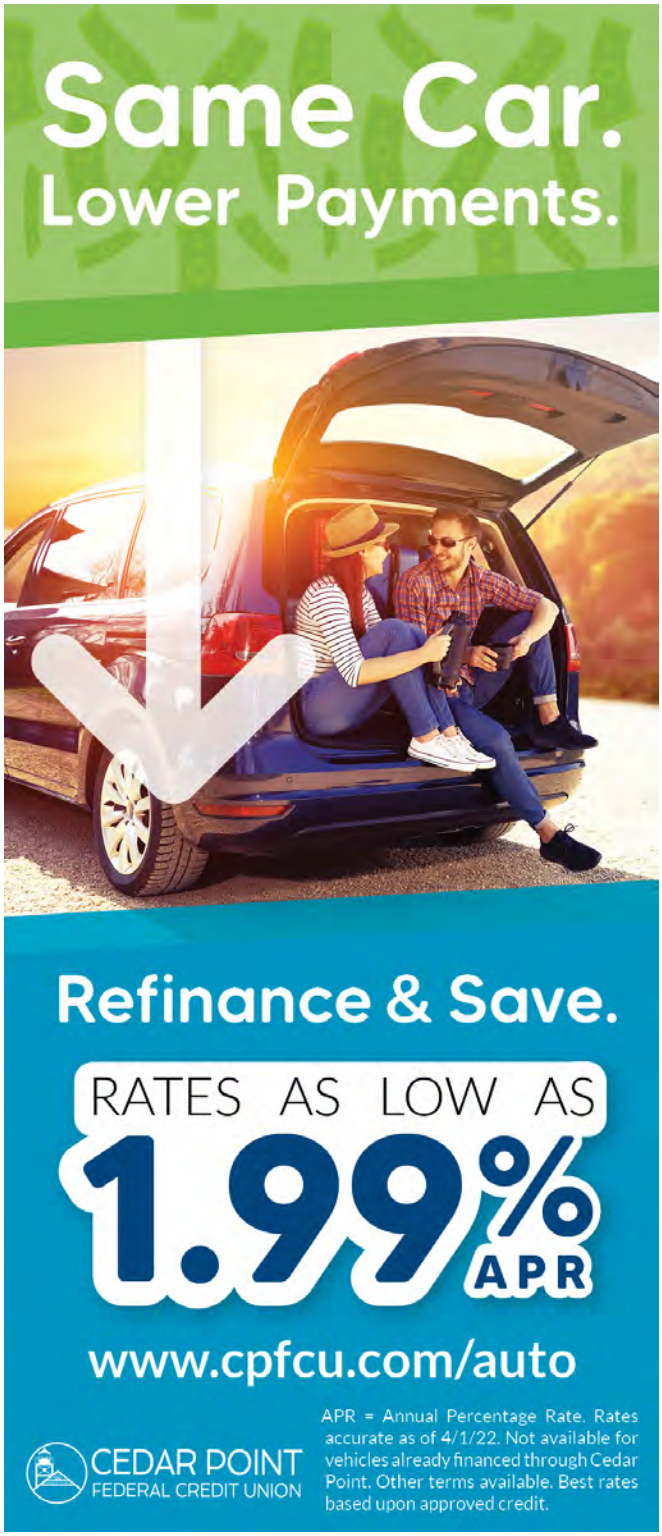
Government Affairs 2nd Tues, 8 am by zoom during session and occasionally throughout the year as needed.

Scholarship: Works to pick the best candidate for the Chamber Scholarship

Taste of St. Mary's (3rd Wed, 9 am) Help plan and execute this tasty event which showcases food vendors across the county each September!

On the Square in Historic Leonardtown

Saturday, September 10, 2022
1:00 to 4:00 pm



IN THE NEWS

Announcing The Washington Post's 2022 Top Workplaces in the DC Area

Congratulations to our members on this list:

Large Companies
Number 1 Century 21 New Millennium Founded: 1999
Sector: Agents / Brokers
Headquarters: VA
Local Employees: 888
Locations in D.C. area: 15
https://c21nm.com

Midsize companies
Number 17 Naval Systems
Founded: 2004
Sector: Provide professional services to DoD and other government agencies in support of national security.
Headquarters: MD
Local Employees: 220
Locations in D.C. area: 1
https://n-s-i.us

Small companies
Number 24 Primary Residential Mortgage Inc.
Founded: 1998
Sector: Financial
Headquarters: UT
Local Employees: 115
https://primeres.com

Effective July 1, Carpools, Telework, Biking and Walking Now Included in Maryland Commuter Tax Credit Program

(HANOVER, Md., June 30, 2022) – Legislation expanding the Maryland Commuter Tax Credit program will take effect July 1, giving in-state businesses credits for providing employees with additional commuting options. The legislation expanding tax credit opportunities was sponsored by the Maryland Department of Transportation (MDOT) and approved by the General Assembly during its 2022 session.

The Maryland Commuter Tax Credit allows businesses to be reimbursed for up to 50% of employer-provided commuter costs – up to $100 per employee. Legislation expanding the program allows additional commuter options to qualify for tax credits, including employer-supported carpooling and teleworking, as well as employee participation in "active transportation" such as walking, bicycling or use of a scooter as a commuting choice.

Tax credits also are now available to help offset costs of "last-mile" needs – helping employers pay for up to five miles of multimodal travel connecting an employee with a non-single-occupancy travel mode to or from work.

More details are available at mdot.maryland.gov/mdcommutertaxcredit.
For more information on Commuter Choice Maryland, go to CommuterChoiceMaryland.com or contact Gladys Hurwitz at commuterchoice@mdot.mayland.gov.

Project Restore Accepting Next Round of Applications in Early July

Application scheduled to open July 7, 2022

Project Restore will provide $25 million to fill vacant retail and commercial buildings and support business investment, job creation, and economic growth in Maryland's communities. Businesses opening or expanding into vacant retail and commercial properties may be eligible for Project Restore grants from the Maryland Department of Housing and Community Development. Project Restore grants can help new and growing businesses with rent payments and operating costs in their first year.

Project Restore provides two grant opportunities for businesses, including nonprofits, that are expanding, moving to or opening in a property that was previously vacant for at least six months:

Property Assistance Grant: Provides up to $30,000 for one year to support costs associated with rent, mortgage payment or property improvements as applicable.

Business Operations Grant: For businesses that generate sales and use tax, provides up to $250,000 per calendar year to support capital (property improvements, equipment etc.) and operating (staff salaries, marketing, inventory etc.) costs associated with business operations in the vacant property.

Please visit here for more details and how to apply.

AERO PARK

AeroPark –Farmers Market
Sunday 10 July
9 a.m. – 1 p.m.

St. Mary's Co. Regional Airport
44200 Airport Rd, California, MD

MARYLAND GROWN Agriculture FRESH-LOCAL

Located in the "AeroPark" Innovation District. This district supports the emerging innovation economy in St. Mary's, growing jobs, diversifying the economy, and attracting and keeping talented workers in the County.

Local Meats – Honey – **Baked Goods** –Eggs – **Seasonal Produce** – Local Hard Cider, Bourbon & Beer – **Flowers** - Local Cheese –**Local Oysters** - Olive Oils – **Chocolate** – Artisan Ice Cream – **Fresh Flowers**

Historic SOTTERLEY

Sponsored by Historic Sotterley & their "Growing for Good" program.
Go to www.sotterley.org for more information & vendors.

MACCE Congressional Roundup 2022

Wednesday, Sept. 14 9:00 AM - 4:00 PM

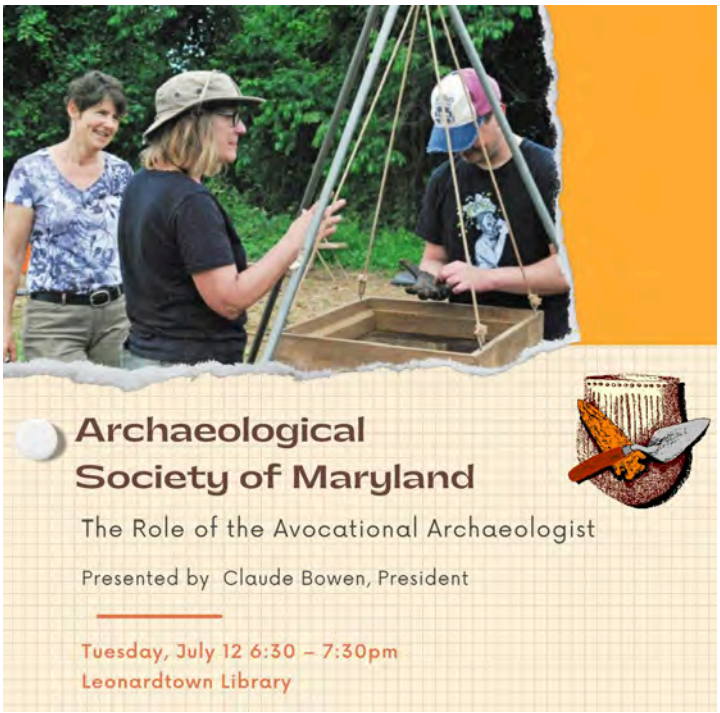
Seize the opportunity to meet with policymakers and business leaders. Attendees will receive a front-row seat on Capitol Hill to a program tailored specifically to their primary business priorities. Hear from the Maryland Delegation and experts from the U.S. Chamber of Commerce on top issues for the business community.

Hurry, space is limited. Enter code at checkout for Early Bird pricing: EB22$99 members/ $149 retail. *Event agenda is subject to change. View more details and purchase tickets here.

Join the St. Mary's County Library Leonardtown

July 12 from 6:30–7:30.pm

Claude Bowen, President of the Archaeological Society of Maryland, gives a special presentation: "The Role of the Advocational Archaeologist." Find out how the field of archaeology has shifted over the past forty years. For more information and how to register, check out the Adults Events page on the website.



Balancelogic Named Amazon Web Services (AWS) Select Tier Services Partner Earns Recognition for AWS Experience

Balancelogic, a leading Managed IT Services Provider announced its Select Tier Services Partner status within the Amazon Web Services (AWS) Partner Network (APN). APN Services Partners are professional services companies that help customers design, architect, build, migrate, and manage cloud solutions built on AWS. Select Partner Status represents a high level of expertise and engagement with AWS, further validating Balancelogic's place as a leading Managed IT and Cloud Services Provider.

With Select Tier Services Partner status, Balancelogic's clients continue to benefit from their extensive cloud computing expertise. From considerable infrastructure cost savings and on-demand production workloads to the increased focus of their strategic business initiatives, Balancelogic is helping clients succeed everyday using AWS. Whether it's hosting, migrating, or managing your IT environments to the cloud, Balancelogic is here to help. A team of professional AWS consultants and architects are ready to understand your IT and business challenges, goals, and to help your organization, small or large, adopt and embrace the power of cloud computing on AWS.

Visit the AWS Partner profile.

Leadership Southern Maryland Announces Incoming & Outgoing Members of Board of Directors

LEONARDTOWN, Md. – June 13, 2022: At its June board meeting, Leadership Southern Maryland (LSM) confirmed its board of directors for 2022-2023.

Joining the board are Chris Breedlove LSM'18, chief of zoning enforcement for the Department of Planning & Zoning, Calvert County Government; John Greely LSM'11, vice president of operations, MedStar St. Mary's Hospital; and Rick Steinmetz LSM'20, partner at The Law Offices of Baldwin, Briscoe & Steinmetz, P.C.

LSM's executive board membership for 2022--2023 is as follows: Gadson "Ed" Rule LSM'18, president; Tom Clark LSM'18, vice president; Joan Thorp LSM'18, treasurer; Joe Mortensen LSM'16, secretary, and Mary Beth Cook LSM'17, immediate past president.

LSM thanks Christina Johannsen LSM'19, Stephen Michaels LSM'17, Jacklyn Miles LSM'17, and Kristine Wilcox LSM'15 for their board service which completed in June 2022.

Visit the Leadership of Southern Maryland website to learn more.

ST. MARY'S COUNTY GOVERNMENT

Department of Economic Development & Department of Land Use & Growth Management

For information on the Department of Economic Development and the current St. Mary's County Comprehensive Economic Development Strategy, please visit: www.yesstmarysmd.com.

The Potomac Jazz & Seafood Festival, one of the mid-Atlantic's signature jazz events held along the shores of the beautiful Potomac River and in the charming Town of Leonardtown in St. Mary's County, Maryland, will feature fantastic jazz artists and related events during the three-day jazz weekend July 8-9, 2022.

For tickets and to find more information about everything happening that weekend.

St. Clement's Island Museum Expands "Dinner & a Cruise" Series for 2022

Sunday, July 17, 2022 and Aug 7, 2022:
"Inside Blackistone Lighthouse," 3:30 p.m. to 8:30 p.m.

Sunday, Sept. 11, 2022:
"Shipwrecks of the Chesapeake" 4 p.m. to 8 p.m.

Sunday, Oct. 9, 2022:
"An environmental topic" 2 p.m. to 6 p.m.

Tickets for all cruises are $75 per person or$140 per couple, and include boat ride, dessert reception at St. Clement's Island Museum and dinner at Morris Point Restaurant.

For more information or to reserve your ticket, please call St. Clement's Island Museum at 301-769-2222.

Piney Point Lighthouse Museum to Host 4-Day Outdoor Summer Educational STEAM Program for Children

LEONARDTOWN, MD - Children ages 6 to 11 are invited to enjoy a whole week of STEAM (science, technology, engineering, arts and technology) oriented programming at Piney Point Lighthouse Museum. The program is focused on outdoor science and exploration from 9 a.m. to 12 p.m. each day, from July 18 to July 21, 2022.

Parents are encouraged to book their child's slot soon, as this program is limited to 15 participants to give each child the best hands-on experience possible. Call 301-994-1471 to book; the cost is $40 per child for the entire four-day program.

For more information about the program, other educational activities or Piney Point Lighthouse Museum, please call 301-994-1471 or visit www.Facebook.com/1836Light.

Looking for Business Partners

This fall, Cornerstone Presbyterian Church, in California, MD, will be running Work Life, a faith-based job readiness program, using curriculum developed by the Chalmers Center. The goal is to provide this service to the community by partnering with the Department of Social Services to enrich the lives of those who seek to develop life skills toward obtaining a way out of material poverty.

The hope is to partner with local businesses that would be willing to hire graduates of the Work Life class. Graduates will receive ongoing mentoring and support after jobs are secured, and are expected to be an asset to your business.

If you are interested in becoming a potential employer and serving others in this exciting way, contact Andria Hoffman at andriahoffman91@gmail.com or 240-309-0311.

Southern Maryland Center for Independent Living Unveils a New Brand & Corporate Identity

Southern Maryland Center for Independent Living (SMCIL) is a non-residential, non-profit community-based human service agency working to empower individuals living with disabilities with the tools they need to lead self-directed, independent, and productive lives and is excited to unveil a new brand and corporate identity as they aim to have an even larger impact in Southern Maryland's Calvert, Charles, and St. Mary's counties.

With their refreshed brand and identity, SMCIL aims to have an even larger impact through their mission of supporting people living with disabilities to lead self-directed, independent lives.

To learn more about or support Southern Maryland Center for Independent Living, visit the website at https://www.smcil.org.

Corinthian Yacht Club Open House

July 16, 2022 12-4 pm

Askey, Askey & Associates, CPA, LLC

Askey, Askey & Associates, CPA, LLC, is pleased to announce Christa Hood, CPA, and Monica Kempson, CPA, as partners of the firm effective June 1, 2022. Bob and Cathy Askey, both CPAs, created the firm in 1996 in Leonardtown, Maryland. The firm has grown over the past 25 years from nine employees to 23 employees in two offices, as well as remote employees in three states.

Marking their 25 years in business this year, Askey, Askey & Associates has shown an increase in revenue by 317% from the start. Today the firm has offices in Leonardtown and Laplata as well as remotely in Virginia and Texas.

"We are so pleased to be succeeded by Christa and Monica," Cathy Askey said. "Their years with the firm helped to grow it to where it is today."

Both Cathy and Bob will remain with AA&A as consultants, providing their extensive expertise to clients, as well as offering guidance to the new partners.

Chamber Annual Dinner
June 7th
Leonardtown Volunteer Fire Department Banquet Room

Business person of the Year: Ray Dodson

Chad Day accepting the Board Recognition as former out-going Chair

Outgoing Board Member: Austin Davis

Public Servant Awardee: Meenakshi Brewster

Scholarship recipient Caleb Bryan

Thank you to our Sponsors

st mary's county ECONOMIC DEVELOPMENT

SMECO Southern Maryland Electric Cooperative

SERVPRO

W.M. Davis, Inc. GENERAL CONTRACTORS

Community Bank of the Chesapeake

Chamber hosted Sheriff Candidate Forum

June 9, 2022

University Systems of Maryland at Southern Maryland Campus

Candidates: Todd Fleenor, Steve Hall, John O'Connor

Moderator Tom Dennison addresses the audience.

Thank you to our Sponsor

DML

DUGAN, MCKISSICK & LONGMORE

ATTORNEYS AT LAW

June 2022 Business After Hours with St. Mary's County Library

June 26, 2022

St. Mary's County Library Mission: We connect people with ideas and information in a diverse community, valuing opportunity and education for all.

Library Director, Michael Blackwell and Chamber Chair, Tari Moore

Board member, Amy Dickinson, Michael Blackwell and Tari Moore

50/50 raffle was won by Robbie Loker who donated it back to the scholarship fund.

Congressman Steny Hoyer meets with Southern Maryland Chambers

June 17, 2022

Names (left to right):*Mark Frisco*, Board Chair, Calvert County Chamber of Commerce, *Doris Cammack-Spencer*, Chairwoman Emeritus, Southern Maryland Minority Chamber of Commerce, *Congressman Steny Hoyer, Bonnie Grady*, President/CEO, Charles County Chamber of Commerce, *Pamela Minor*, President/CEO, Southern Maryland Minority Chamber of Commerce, *Edsel Brown Jr.*, Chairman, Southern Maryland Minority Chamber of Commerce,*Christine L. Bergmark, PhD.*, President/CEO, St. Mary's County Chamber of Commerce

The Great Mills Road Community Cleanup!

Over 110 volunteers showed up to help the CDC and Taylor Smith clean trash and weeds off Great Mills Road. And thank you to Church of the Ascension and Uncle D's!! Way to go CDC!!

RESIDENTIAL CONSTRUCTION

New waterfront construction on a four bedroom, three bath home totaling 4,332 sq. ft., located in Leonardtown, Maryland

GIVE YOUR PROJECT THE SOLID FOUNDATION IT DESERVES WITH COMPLETE TURN-KEY CONSTRUCTION MANAGEMENT FROM

W.M. DAVIS, INC.
GENERAL CONTRACTORS

NEW LOCATION:
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Hollywood, Maryland 20636
301-475-2755
info@wmdavis.com

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301-884-7000
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WANNA BUY GIVE US A TRY

THIS SPACE AVAILABLE
CONTACT CHAMBER
OFFICE

MATTINGLY ELECTRIC INC.
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Established 1981
"Experience is our guarantee"
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Fax: 301-373-8098
Email: wmc@md.metrocast.net
Website: mattinglyelectric.com

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Leonardtown Blueprints
Specializing in large format reproduction
Stephanie Harris
P.O. Box 2321
41635 Fenwick Street
Leonardtown, MD 20650
301-475-9799
Fax: 301-475-2822
sharris@mcheffeyassociates.com

THIS SPACE AVAILABLE
CONTACT CHAMBER
OFFICE

THE CHAMBER'S MEMBER DISCOUNT PROGRAM

Thank you to our Chamber members listed below who are participating in the Member Discount Program.

If your company would like to participate, please contact the Chamber office at 301-737-3001 or send an email to info@ smcchamber.com.

For more information, visit https://smcchamber.com

PARTICIPATING CHAMBER DISCOUNT MEMBERS

Aicy Karbstein, Artist
Alexander Chiropractic Center
Baldwin, Briscoe & Steinmetz, PC
Barefoot Graphics
Cedar Point Federal Credit Union
Country Inn & Suites by Radisson
Hilltop Signs & Graphics
Mid-Atlantic Skin Surgery Institute
PaxFitness
Printing Press, Inc.
St. Mary's Roofing & Home Improvement
Dylan Schneider, DDS, MS, LLC Orthodontics
Servpro of St. Mary's & Calvert
T.N. Bowes Heating & Air Conditioning, Inc.

CHAMBER UPDATE ADVERTISING RATES

Double Column Ad

Will cost you only
$90 per month

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

Frame Ad

$125/year 1.5" x 2.5"

Single Column

$65 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 pace for only $55.00 per month

Your ad design should measure
2" x 3.5"

Full page ads are $150/month.

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.