Issue 5, November 2020

THE St. Mary's County Chamber OF COMMERCE

UPDATE

Chamber Events This Month

Wednesday, November 18, 2020
5:00-6:30 p.m.

Business After Hours, hosted by
Patuxent River Naval Air Museum
See flyer on page 5.

Events Next Month

Wednesday, December 16, 2020
5:00-6:30 p.m.

Business After Hours
Hosted by Community Bank
of the Chesapeake

As the Thanksgiving holiday approaches, the Chamber continues to be thankful for the continuing support of our members. Since March 1st, 22 new members have joined our Chamber!

We had a very successful Golf Outing on October 20th. See page 3 for details. Our Business After Hours in-person events are continuing, last month at St. Mary's City in their beautiful new pavilion and hosted this month by the Pax River Naval Air Museum.

On behalf of the Chamber Board of Directors and staff, we wish all of you a safe, happy and healthy holiday.

Business *After Hours*

Hosted By

PAX
RIVER NAVAL AIR MUSEUM
www.paxmuseum.org

Wednesday, November 18, 2020
5:00-6:30 p.m.

Join us for a pre-holiday gathering with refreshments and door prizes. Social distancing and masks required.

Please RSVP: https://smcchamber.com

Welcome to Our New Members

Keel Connectivity
P.O. Box 1612
Leonardtown, MD 20650
Point of Contact: Tyler Alt
301-690-0945
www.keelconnectivity.com
Telecommunications

Kessler Bus Service, LLC
48780 Kessler Court
Lexington Park, MD 20653
Point of Contact: Michael Kessler
240-298-8970
School Bus Dealer

Thank You to Our Renewing Members

Barefoot Graphics
Bookkeeping by Blanche
Boyd's Business Furniture
Cedar Point Financial Services, Inc.
Dugan, McKissick & Longmore, LLC
Friends of St. Clement's Island/Piney Point Museums
Greens at Hilton Run
HeimLantz CPAs and Advisors, LLC
Heritage Printing & Graphics, Inc.
Jordan Research and Development, LLC
Laigle Business Group
Platform Aerospace
St. Mary's County Republican Central Committee
Southern Maryland Publishing Company
State Farm Insurance, Philip C. Riehl Agency
Visit St. Mary's MD

42nd Annual Chamber Golf Outing, October 20, 2020
Breton Bay Golf Course & Clubhouse

The rains held off and it was a beautiful fall day for our annual Golf Outing. Eighteen teams participated this year. Congratulations to our winners!

First Place: Insurance Solutions
Brian Goff, Dan Nickerson, Scottie Nickerson, Jeff Tice

Second Place: "The Team of Wall/Korto/Cotro and Rad"
Nick Cotroneo, Tony Kortokrax, Chris Radford, Steven Wall

Closest to the Pin:
Ladies - Steph Mills
Men - David Wenrich

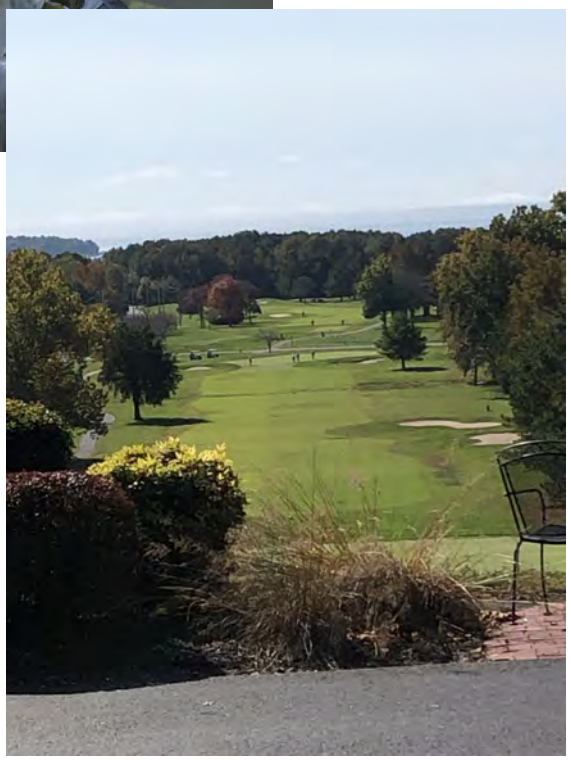
Longest Drive:
Ladies - Anne Davis
Men - Alan Mattingly

Door Prize Winners:

Brian Goff, Tommy Lantz, Joe O'Neal, Dustin Whittles

Thank you to our Sponsors:

Event Sponsor: PNC Bank
Breakfast Sponsor: Chick-fil-A
Lunch Sponsors: HeimLantz CPAs & Advisors, LLC, NFP, WesBanco
Soda/Water Sponsor: Burchmart
Snack Sponsor: Burch Propane
Ryken Golf Club Sponsor: Burch Oil Co.
Hole in One Contest Sponsor: Quality Built Homes
Putting Contest Sponsor: Community Bank of the Chesapeake
Super Foursomes/Beverage Cart Sponsors: AVIAN, Community Bank of the Chesapeake, Insurance Solutions, R.E. Michel Company
Corporate Team Sponsors: Burch Oil Co., Inc, Cedar Point Federal Credit Union, Leonardtown Blueprints, NFP, The Ruddy Duck Seafood & Alehouse, W.M.Davis, Inc., SMECO
Tee Sign Sponsors: ACE, Dugan, McKissick & Longmore, LLC, Energy Select, LLC, Insurance Solutions, JustTech, The Law Offices of Joann M. Wood, WesBanco
Door Prize/Goody Bag Sponsors: AVIAN, Cedar Point Federal Credit Union, Community Bank of the Chesapeake, eTrepid, Inc., The Good Earth Natural Foods Company, Huntington Learning Center
Donation of Cleaning Supplies: ServPro of St. Mary's & Calvert



Many thanks to our Golf Committee members (Alan Mattingly, Chair, Joe Burch, Chris Longmore, Charles Roach, John Slaughter, Jenny Wamsley, Dave Wenrich, and Ernie Williams, to our Ambassador Chair Ann Lewis, and to our volunteers for helping to make this event a success!

Home for the Holidays - Museum Store Sunday at Piney Point Lighthouse Museum, November 29, 12:00-4:00 p.m.

Complete your holiday shopping at Piney Point Lighthouse Museum's outdoor museum shop on November 29, the 3rd annual Museum Store Sunday.

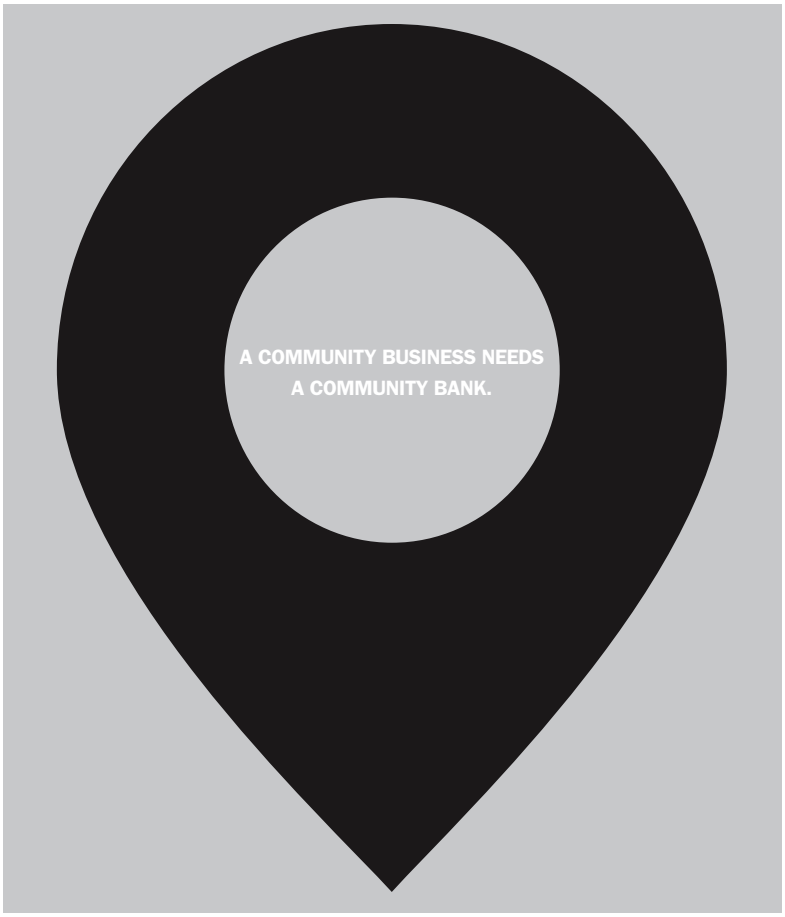
The Friends Museum Store will participate at the Piney Point Lighthouse location with an outdoor tent for socially distanced shopping. Please join us and "Be a Patron" to support the museum's missions with your purchases.

Family time and traditions make holidays special. Many of us will enjoy our holidays closer to home this year. Let the Friends Museum Stores help you make the most of this years celebrations with our festive curated collection.

If you like quiet reading time, we've got books galore, many with Southern Maryland regional flavor. Like to cook? Check out our cookbooks with local favorites like Stuffed Ham, Crab Cakes, Oysters and more. Stay casual and comfy at home with our cozy sweatshirts and t-shirts, or keep the chill off with some fun holiday and novelty socks.

Deck the halls, y'all, with our unique Crab Pot Christmas Trees. We carry a large selection of custom ornaments and holiday décor. We have playtime covered with unique games and toys. Keep the kids and adults occupied with our selection of White Mountain 1000 piece puzzles or play a family game of Christmas Bingo. Whether looking for gift giving ideas or your own holiday treats, you can also visit us at our other in-store locations, including St. Clement's Island Museum and the Old Jail Museum, or shop our online Friends Museum Store. We offer contact-free local delivery and free shipping to friends and family outside the area: https://friendsmuseumstore.square.site/

While shopping, be sure to take a tour of Piney Point Lighthouse Museum's BRAND NEW exhibits and galleries! Info: https://www.facebook.com/events/827557577985703



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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of the Chesapeake
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for 70 Years
1950 - 2020

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St. Mary's County Chamber of Commerce

Business After Hours

hosted by

RIVER NAVAL AIR MUSEUM
www.paxmuseum.org

22156 Three Notch Road
Lexington Park, MD 20653

November 18
5:00 p.m. – 6:30 p.m.

Join us for a pre-holiday gathering!

We will observe social distancing in the museum's spacious exhibit hall and ask all participants to wear their masks.

Please RSVP https://smcchamber.com

St. Mary's County Library Launches Mobile App

St. Mary's County Library is pleased to announce the launch of a mobile app available now for Android and iOS. The St. Mary's County Library app allows customers to search the collection, place holds, and manage their Library account from their mobile device.

The app also includes a self-checkout function. Customers inside the Library can use their own mobile device to check out materials as they browse. This feature is not only convenient, it also decreases touch points within the Library for customers who wish to avoid the self-checkout machines or staff interactions due to COVID-19 concerns.

Features of the St. Mary's County Library app include:

● The ability to save your Library card in the app so you don't need to bring your physical card to the Library.

● A searchable collection, with the ability to place holds and manage "My Account"

● Physical and digital titles available in searches and "My Account"

● Nearest libraries feature – find directions and contact information for the nearest Library

● Self-checkout of materials

● Learn about upcoming events at the Library

● Scan an ISBN barcode to see if the Library has a copy of an item

Sara Stephenson, Virtual Services Coordinator, said "We are excited to launch the app as a way for our customers to take the Library on the go. Almost one quarter of visits to the Library's website in the last year were from a mobile device. We want to provide Library services in ways that are accessible for our customers, and this app is another step toward that goal."

The app was funded through the CARES initiative from the State of Maryland.

Please call or visit any Library location for assistance downloading the app or with any questions about its use and features.

Museum Staff Positions Available

The St.Mary's County Museum Division is seeking a handful of additional museum staff to help us cover the new hours we now have at all three museum sites. With the addition of the Old Jail open daily, plus Leonardtown special events and First Fridays, we've got the exciting opportunity to hire more museum assistants as soon as possible.

Here is the link to all the Recreation & Parks positions. It is "Museum Assistant": https://www.stmarysmd.com/recreate/recreationjobs/

The Greene Turtle Ribbon Cutting, October 5, 2020

23415 Three Notch Rd Suite 2063, California, MD

St. Mary's County Broadband Assessment Survey

St. Mary's County has engaged a consulting firm, Lewis Strategic, to help us assess Broadband coverage and satisfaction for both businesses and homeowners. This project has the potential to reduce costs and increase competition. As part of their work, Lewis Strategic is seeking community input via a survey. The link to the survey is included below. I urge you to take a few minutes to complete the survey on behalf of your business. In addition, if you are a St. Mary's County resident, you are encouraged to complete the household survey at the link below.

Business Survey:

https://www.surveymonkey.com/r/St_Marys_Employer_Broadband_Assessment

Household Survey:

https://www.surveymonkey.com/r/St_Marys_Household_Broadband_Assessment

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PROGRAM MANAGEMENT ANALYST

Do you have a Top-Secret clearance and enjoy a wide range of project management activities to include programming, planning, budgeting and execution support to Program Managers executing DoD acquisition programs.

If so take closer look at this position on our website!

Click **HERE** for the position description

ADDITIONAL OPEN POSITIONS INCLUDE:

Aviation Warfare Program Analyst SME
Cyber Analyst
Electronic Warfare Signals Intelligence Subject Matter Expert
Jr. Engineer
Information Technology Lead/ISSM
Sr. Program/Logstics Analyst
T&E Engineer
Sr. Systems Engineer

Visit our website to learn more and apply online:

WWW.ACEGROUPLLC.COM

Maryland Highway Safety Office PIES Surveys

From the Maryland Department of Transportation: We have developed 7 individual surveys, one for each of our program areas. The results of these surveys will help us with future educational programs and enforcement initiatives, but only if we get a large pool of responses. That's where you come in--we need your help. Please consider forwarding any one, or all of these surveys to your own partners. The surveys are short and only take an average of two or three minutes to complete. The work we do together helps move us closer to Zero Deaths which is our ultimate goal.Thanks for your commitment to making Maryland roads safe and moving us closer to Zero Deaths.

PIES Survey Links

"MHSO Program Information and Evaluation Surveys (PIES)"

OP - https://www.surveymonkey.com/r/TSSOP

Distracted - https://www.surveymonkey.com/r/TSSDistracted

Impaired https://www.surveymonkey.com/r/TSSImpaired

Speed - https://www.surveymonkey.com/r/TSSSpeed

Motorcycle - https://www.surveymonkey.com/r/TSSMotorcycle

Ped/Bike - https://www.surveymonkey.com/r/TSSPedBike

Full Survey - https://www.surveymonkey.com/r/TSSFull

MTA Commuter Bus Service Alerts

Beginning Monday, November 2, MDOT MTA will resume the following service levels, which were in place at the height of the COVID-19 health emergency:

MARC: will operate on an enhanced "R" service schedule service.
Commuter Bus: all routes will operate on a "S" schedule service with the following two exceptions:
Route 201 – service from Gaithersburg to Baltimore/Washington International Thurgood Marshall Airport will operate only the odd numbered trips on both the Weekday and Weekend/Holiday schedules; and
Route 320 – service from Columbia to Baltimore will operate regular service.
Local Bus: No changes - all Express Bus routes and LocalLinks 38 and 92 remain suspended.

"Even in the face of unprecedented revenue reductions due to the pandemic, the MDOT MTA team has worked diligently to develop a plan that serves our riders and job centers, and supports Maryland's continued recovery," said MDOT MTA Administrator Kevin Quinn. "The agency's goal remains serving the region's transit needs while managing unparalleled fiscal demands."

As one of six agencies funded by the Transportation Trust Fund, MDOT MTA is proposing these changes as part of MDOT's multi-faceted approach across the department to manage the fiscal impact of COVID-19. Riders can visit mta.maryland.gov/coronavirus for updated Commuter Bus "S" and MARC Train "R" schedules. Riders needing additional information can contact the Transit Information Contact Center at 410-539-5000.

DISCOVER & EXPLORE

SPAIN

WITH 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

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

Barcelona

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

Madrid

Click here to BOOK NOW

EARLY BIRD DISCOUNT

~~$3,549 PER PERSON~~

$3,249 PER PERSON

*if deposited by November 30th!**

Departing October 27, 2021

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

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

FIRST COMMAND
Get Squared Away

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Business After Hours

Hosted by Historic St. Mary's City
October 28, 2020

Dr. Regina Faden

Door Prize Donators

Bemer--Independent Sales Carl Cioffi
Historic St. Mary's City
The Medically Oriented Gym
Mid-Atlantic Skin Surgery Institute
St. Mary's County Museum and Friends of St. Clement's Island/Piney Point Museums

Door Prize Winners

Tyler Alt, *Keel Connectivity*
Wynne Briscoe, *Small Business Development Center*
Beth Graeme, *Beth Graeme Photography*
Noah Graeme, *APOD Group, LLC*
Aicy Karbstein, *Artist*
Steve Palmer, *Patuxent Printing*
Danielle Parish, *Patriot*
Scott Sanders, *Tobacco Barn Distillery*
Trixi Spiers, *Patriot*
Norman Stafford, *Home Fixer, LLC*
Jim Wilson, *Patriot*

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 office 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 Roofing & 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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22583 Three Notch Road - California, MD 20619
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Fax (301) 862-2548
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