

CHAMBER FREDERICK

Making connections since 1912

WHO WE ARE

WHY IT MATTERS

WHERE WE'RE GOING



FACEBOOK.COM/
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TWITTER:
@FREDCOCHAMBER



YOUTUBE: YOUTUBE.COM/
FREDERICKCHAMBER



INSTAGRAM:
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301.662.4164 | FREDERICKCHAMBER.ORG

NOT A CHAMBER MEMBER YET?



Your Chamber membership is your connection to people, programs, information and resources.

We devote ourselves entirely to promoting our membership, fostering economic growth and building a strong partnership among our members and the community as a whole.

WANT TO LEARN MORE?

Contact us by email at info@frederickchamber.org; calling 301.662.4164 or by following us online!

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FROM THE PRESIDENT

Imagine the missed opportunities and lost chances if we stayed in one place, resisted change and satisfied ourselves with the status quo. Businesses need to continually reevaluate their goods and services based on the demands of the market and changing consumer preferences. Nonprofits have to continually adjust to evolving regulations and the requirements of funders and donors. Government has to adjust to the electorate, technology and changing needs.

Your Frederick County Chamber of Commerce is no different, mostly because we **ARE** all three of the sectors described above. Our members include hundreds of businesses of all size and nature, over 100 nonprofit organizations, and every level of government found in the County. To say that your Chamber has to be fast, flexible and embracing of change is the understatement of the year!

We've engaged the help of Octavo Designs to help guide our creative team and leadership through an exciting journey to clarify our mission, purpose and brand through the eyes of our members. Hundreds of you have already helped us, by responding to surveys and questionnaires designed to assess our strengths, our challenges and our opportunities. The initial reports are amazing, and we're excited to complete this first phase in early 2019 and share the results with you, our valued members.

Change can be scary, but it's also essential. If you're not growing and changing, you're likely

dying. Our volunteer Board of Directors, led by our Executive Committee, set us on a course last spring that has led us to this critical moment. Our Board sees the Chamber as a voice for change, a credible, nonpartisan influencer of public opinion with room for all points-of-view and perspectives. Diverse, inclusive, fact-based and always positive, this renewed focus will no doubt impact our new brand identity.

Effective regional transportation solutions, supporting our K-12 education system to ensure every child is college or career-ready, developing a work force that understands personal wellness, sparking innovation and the entrepreneurial spirit that creates economic opportunity and speaking up for common sense regulation of the business community will be at the heart of our evolution.

The elements of a truly great community should be reflected in the membership of a local Chamber of Commerce. Here in Frederick, and largely based on a compassionate and transformative business community, we already have the tools and partnerships we need to thrive.

All that we need now is your energy, your passion and your dedication to help us grow our economy and share our prosperity.

Rick Weldon | President & CEO

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What Every Member of the Business Community Should Know About the

FREDERICK COUNTY CHAMBER OF COMMERCE

If you're a new business owner, or even if you're a not-so-new one, there is a possibility you may not know everything there is to know about the Frederick County Chamber of Commerce.

As a member of the business community in Frederick, we want you to know exactly what we, as the Frederick County Chamber of Commerce, stand for. We want you to understand our role in the business community, what we do for businesses in the county and how you can best benefit from being a member of our wonderful organization.

In a nutshell, the Frederick County Chamber of Commerce is a member-based organization that exists to support and advance the business community in Frederick County which is a wordy way of saying: we're here for you!

We want to support you and your business goals with the guidance, education, advocacy, services and opportunities you need to be successful. Things like expert-led seminars, well-attended networking events, opportunities to engage with significant members of our local and national governments, fruitful connections, promotion, collaboration and more.

We're proud to say that we are one of the largest chambers in the state of Maryland with members who have been a part of our organization for many, many years. But we also know that there are Frederick County business owners who have not found their way over to the Chamber yet, and we can only imagine one reason for that: they don't know who we are.



We want to fix that.
So, hello, Frederick County.
We're your Chamber.

8 THINGS

You Should Know About the Frederick County Chamber of Commerce

1 THE CHAMBER OF COMMERCE EXISTS TO HELP YOUR BUSINESS.

The entire point of a Chamber of Commerce is to further the interests of businesses – to advocate on their behalf and provide needed services and opportunities for growth. We take this definition seriously here in Frederick. We want to be your voice, we are eager to help you succeed, and we believe that when you're successful, our entire community benefits from that success. We're all about the win-win scenarios.

2 THE FREDERICK COUNTY CHAMBER OF COMMERCE HAS BEEN A PART OF THE COMMUNITY LONGER THAN ANYONE LIVING CAN REMEMBER.

That's because the Chamber was established in 1912, the same year President Taft created the United States Chamber of Commerce. Our leaders at that time, enterprising individuals that they were, recognized the importance of having an organization designed to promote and protect the interests of the business community and we continue to believe in this mission today.

3 WE ARE NOT A PART OF THE GOVERNMENT.

While we appreciate our political leaders and work closely with them continuously on issues that impact our economy here in Frederick, we believe that it is our position as a nonpartisan, not-for-profit organization that allows us to successfully support business interests regardless of who is in office. We work with government officials without regard to their party affiliation and we advocate on behalf of all of our members to propel the best interest of the entire business community.

4 EVERY BUSINESS OWNER IS ELIGIBLE TO BE A MEMBER OF THE CHAMBER OF COMMERCE.

For-profit or nonprofit, large or small, downtown or out in the county, we welcome all business owners to consider membership in the Chamber.

While many may think that joining the Chamber is a thing big businesses do, the truth is that 90% of our membership is comprised of small business owners with less than 50 employees.

5 AND, WHEN YOU JOIN, EVERYONE IN YOUR ORGANIZATION BECOMES A MEMBER.

That means it is also a great benefit to your employees. They get all the benefits that you do. (Hello, reduced energy fees and great professional development events!)

6 MEMBERS ARE AFFORDED MANY OPPORTUNITIES TO IMPROVE THEIR BUSINESSES VIA THE CHAMBER.

Because we aren't just here to hand out member plaques and do ribbon cuttings! We provide our members with multiple ROI opportunities. Access to expert-led courses, networking events, opportunities to gain new skills, meeting space, marketing assistance and promotion – these are just a few of the ways you can benefit from your Chamber membership this week alone. You should see what we can do in a month (check it out on our calendar at frederickchamber.org/events).

7 WE CAN HELP YOU STAND OUT.

We know that our members are multi-talented. With that in mind, we've developed countless opportunities for our members to show off their talents and toot their own horns. From writing thought leadership articles to conducting seminars to press release services, news, event and social media highlights, we want to shine a spotlight on your business. If you're looking for bigger exposure, you'll find many opportunities to play a more prominent role by sponsoring and/or hosting events. It is an incredible way to show off what you do and spread brand awareness.

8 BASICALLY, WE'RE YOUR VILLAGE.

The business climate in Frederick County is diverse and unique and we recognize that! We're continually evolving to address the varied needs of our membership so that we can provide the support, education, guidance and information you truly want and need. From generational programming to entrepreneurship, nonprofit issues to health and leadership and everything in between, our volunteer committees work tirelessly to provide our members with the tools they need to succeed.

At the end of the day, our primary goal is to support our members' businesses in ways that allow them to experience the growth and sustainability they desire. *Because when all of our members succeed, all of Frederick County succeeds!*



PARTNERS IN TRUST

MISSION LEVEL



PLATINUM LEVEL



GOLD LEVEL



SILVER LEVEL

AstraZeneca Biologics
 Battelle National
 Biodefense Institute
 DeLeon & Stang, CPAs & Advisors
 First United Bank & Trust
 Frederick Community College
 Frederick County Bank
 Frederick County
 Public Libraries

Frederick Mutual Insurance Co.
 M&T Bank
 Matan Companies
 Morgan-Keller, Inc.
 Nymeo Federal Credit Union
 PNC Bank
 Potomac Edison
 Rodgers Consulting
 Woodsboro Bank

COPPER LEVEL

Frederick County Building
 Industry Association
 Jim Bass Group,
 Real Estate Teams
 Keeney & Basford P.A.
 Funeral Home
 Keller Stonebraker Insurance, Inc.

Leadership Techniques, LLC
 McCaskill Financial
 Northwestern Mutual
 Support Unlimited, Inc.
 The Law Offices of
 Jeanne F. Singer, P.A.

If your company is interested in becoming a Partner in Trust, contact the Chamber at any time.

Dear Members, We're Listening.

2018 was a transformative year for The Frederick County Chamber of Commerce. We underwent a lot of significant changes as we acquired new leadership, gained new support staff, realigned our vision and mission, and re-committed ourselves to truly being The Chamber our members want and need.

It's all part of being alive for 106 years – you don't get that kind of longevity without reinventing yourself from time to time.

In September, we sent out an anonymous survey to our members. The response was overwhelming and enlightening. It helped to both reinforce ideas for moving forward and uncover some new and innovative initiatives that we're excited about implementing.

In 2019, you will see your wants and needs brought to life in the form of more educational workshops and seminars about topics you care about, like social media marketing and digital content production. We are going to delve into topics pertaining to women in business and diversity. And you will even see an uptick in events offered, including more time variance, to allow for participants with alternate work schedules. (Because we're all about that work at home life!)

WHAT WE LEARNED

Member want: Networking

Chamber solution: We will continue to add innovative and unique networking events and opportunities to connect to our calendar.

Member want:

Community involvement

Chamber solution: We plan to provide additional opportunities for members of the business community to interact with members in the nonprofit sector. With over 113 nonprofit organizations, finding ways to support their initiatives while also providing opportunities to our other members is a priority for us.

Member want: More learning

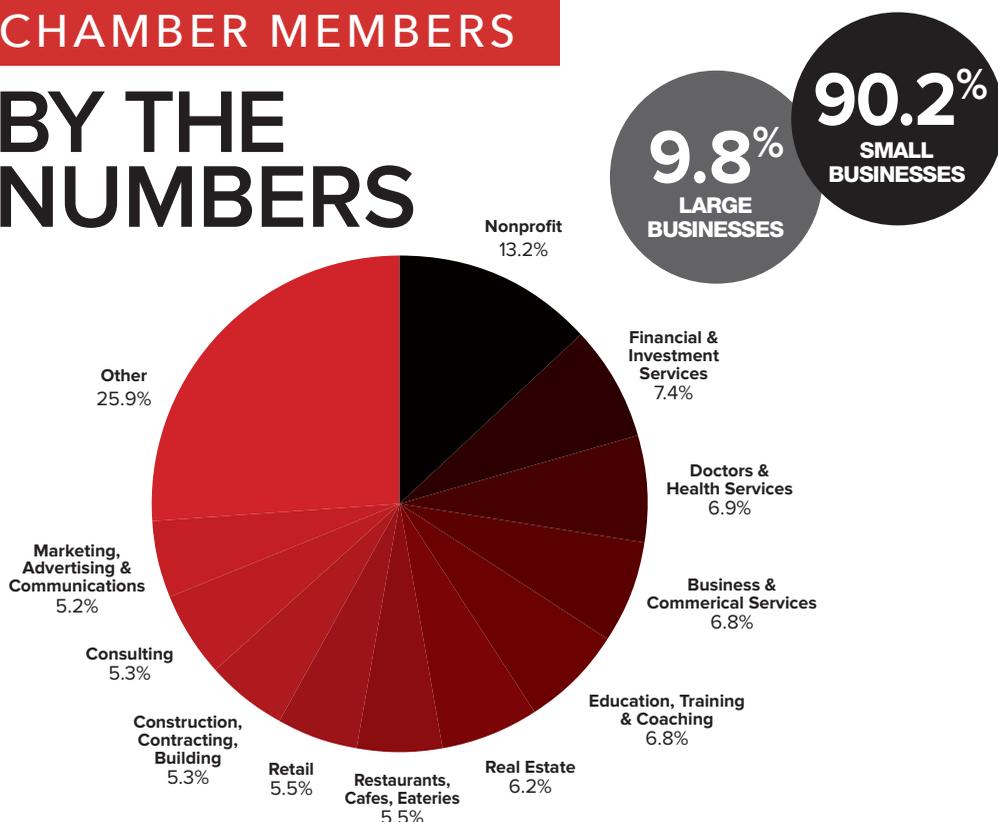
opportunities in specific areas like marketing and social media, diversity and time management.

Chamber solution: In 2019, our very own digital content specialist will be offering social media and digital marketing programming for our members and regional experts will bring you new seminars on topics that business owners tend to struggle with, like time management, human resources, growth, sales and more.

Be on the lookout for these new and exciting programs in our weekly newsletter! To subscribe go online: <http://bit.ly/2TXwjRB>

CHAMBER MEMBERS

BY THE NUMBERS



2019 BOARD OF DIRECTORS

- Jason Lee**
 Lee Building Maintenance – Chair
- Theresa Alban | Frederick County Public Schools
 Jon-Mikel Bailey | Wood Street, Inc.
 Gloria Bamforth | CorpOHS
 Brad Benna | Matan Companies
 Mark Blacksten | M&T Bank
- Frank Blanchard | Leidos Biomedical Research
 Darrick Bowens | Colbert-Ball Tax Service
 Andrea Chapdelaine | Hood College
 Brian Gaudet | Battelle National Biodefense Institute
 Wil Graham | SpeedPro Frederick
 Bradly Hoffman | DeLeon & Stang
 Eric Johnson | Audio-Video Group
- Wes Leatherman | Frederick County Workforce Services
 Laura Melia | Miles & Stockbridge
 Michelle Michael | AstraZeneca
- Jennifer Milas | McLean, Koehler, Sparks & Hammond
 Linda Morgan | Support Unlimited
 Kara Norman | Downtown Frederick Partnership
 Michael Planz | Community Living, Inc.
 Helen Propheter | Frederick County Government
 Don Schilling | Frederick Regional Health System
 Danny Severn | St. John Properties
 Eric Soter | Rodgers Consulting
 Geordie Wilson | The Frederick News-Post