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# Chamber Voice

Business to Business Magazine

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February 2014



January Luncheon



Economic Forecast



Harford Night in Annapolis



Winter Expo

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Chamber  
of  
Commerce  
Harford County



[www.harfordchamber.org](http://www.harfordchamber.org)

# *Welcome New Members!*

## **Carroll Motor Fuel**

Steven Kropkowski  
6401 Chemical Road  
Baltimore, MD 21226  
800-834-8590

## **Chesapeake Therapeutic Riding, Inc.**

Cathy Schmidt  
P.O. Box 475  
Abingdon, MD 21009  
410-272-4331  
Non-profit

## **Express Employment Professionals**

Giles Reneau  
515 E. Joppa Road  
Towson, MD 21286  
410-337-5272  
Staffing Services

## **FastPark & Relax**

Shirley Helinski  
1718 W. Nursery Road  
Linthicum Heights, MD 21090  
443-271-5070  
Airport Parking

## **FPG Mechanical Services**

Susan Fidler  
125 Industry Lane  
Forest Hill, MD 21050  
410-803-4300  
Electrical Controls

## **Glyph Art & Design Studio/Glyph Fine Press**

Joseph Smith  
101 N. Washington Street  
Havre de Grace, MD 21078  
410-939-0504  
Graphic Design

## **Howard Bank**

Mara Sierocinski  
22 West Pennsylvania Avenue, Suite 100  
Towson, MD 21204  
443-841-1654  
Banking

## **JD Consulting Group, LLC**

Joseph Desmond  
532 David Drive  
Bel Air, MD 21015  
410-459-5490  
Management Consulting

## **Liberty Business Organizers**

Mac Caldwell  
19 Huntington Place  
Bel Air, MD 21014  
410-879-0098  
Organizational Services

## **Main Street Oyster House**

Jon Ferguson  
119 South Main Street  
Bel Air, MD 21014  
443-371-7993  
Restaurant

## **SOUND Wealth Management**

Chris Cahill  
Bldg. A 1300 York Road, Ste 200  
Lutherville, MD 21093  
410-339-6690  
Financial Planning

## **Speed Pro Floors, LLC**

Wilmont Randolph  
1225 Magness Court  
Belcamp, MD 21017  
443-752-7348  
Cleaning & Janitorial Services

## **VIP Concierge**

Judy Fritz  
15 Churchville Road, #184  
Bel Air, MD 21014  
443-243-8962  
Concierge Service

## **Walrus Windows**

Andrew McMullin  
211 Golden Rain Lane  
Bel Air, MD 21015  
410-569-8987  
Window Cleaning

# Message from Our President/CEO



Greetings All,

2014 certainly came in like a lion! Between snow storms, ice storms and frigid temperatures we have all learned what it means to shelter in place. Many thanks to our County Road Crews who worked day and night to keep us safe.

Foul weather or not... January was a busy month. As your "Voice of Business" we have actively engaged our legislators by visiting them in Annapolis to speak about what business is most concerned about. Issues like raising the minimum wage and the effect it will have on small businesses and The Rain Tax and the hurt it will put on our larger businesses...to mention a few. Our active Legislative Committee will be working twice as hard during this Legislative session... meeting twice a month to be sure we are on top of the issues. We will be keeping you posted on things you need to know. No matter how small your business is...it is important to be involved.

Billy Boniface did a great job at our January lunch telling us what our County Council is focusing on this year. Sadly it is Billy's last year as President of the Council...but we are sure he will stay actively engaged in the community he loves so much.

If you haven't registered yet for the State of the County Luncheon on February 20th... this is a not to be missed opportunity. David Craig will be delivering his vision for the coming year as well as reviewing all the good that has occurred in 2013. his will be David's final "State of the County" so it is sure to be a moving experience.

Many thanks to M&T Bank for bringing us star economist, Anirban Basu last week. We had a packed house despite the snow and icy roads. If you missed it...we have Anirban's slides and will make them available to you... just give us a call.

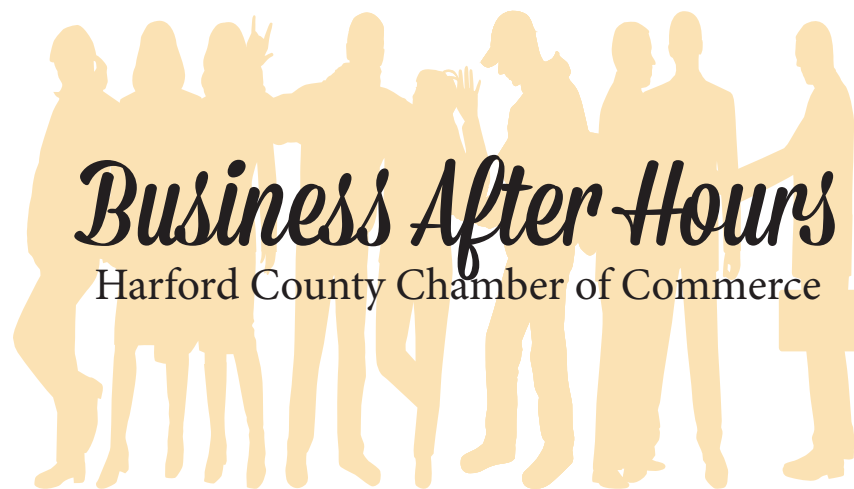
Your Chamber Board and staff are working on a lot of new ideas... we are searching for ways of helping you do what you do even more successfully. We want to hear from you...we are always open to new ideas.

A month late... but just as sincere... Happy, Prosperous New Year!

A handwritten signature in black ink that reads "Pam Klahr".

Pamela J. Klahr, CCE  
President and CEO  
The Harford County Chamber of Commerce





## **Silk's Restaurant at Bulle Rock**

**320 Blenheim Lane  
Havre de Grace, MD 21078**

**Thursday, February 6 from 5 to 7 p.m.**

\$5 in advance, \$10 day of event

Join us for an evening of networking, fun and new business opportunities!

Be sure to bring plenty of business cards.

A cash bar will be available.

Thursday is \$5 Burger Night at Silk's if you want to stay for dinner after the event!

To register, visit [www.harfordchamber.org](http://www.harfordchamber.org) or call 410-838-2020.





# Mix & Mingle Networking

Wednesday, February 19  
8:00 a.m.  
Chamber Board Room

Free to attend.  
No registration required.



Connect with fellow business leaders and share your “story”  
Get the recognition you’re looking for  
Every participant gives a 30 second commercial  
Bring plenty of business cards!

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Reminder - Custom Media Options is reaching out to our members with advertising opportunities for our 2014 Chamber Directory. Should you wish to advertise in the directory, please call Dorothy Doub at 410-705-6235 or e-mail [ddoub@custommediaoptions.com](mailto:ddoub@custommediaoptions.com).

Please join us for the Harford County Chamber of Commerce's  
**"State of the County" Luncheon**

*February 20, 2014*

*11 a.m. - 1:30 p.m.*

*Richlin Ballroom & Catering*

*\$30 Per Person in Advance, \$35 Day of Event*



David R. Craig,  
Harford County Executive

Please join us as we celebrate  
Harford County's 2013 Year in Review  
and learn about our County Executive's  
vision for 2014.

Music provided by the  
Havre De Grace High School Jazz Band.

Sponsored by  
Jones Junction Auto Group

**JONES**  
**for a Lifetime®**

For more information or to register, please visit  
[www.harfordchamber.org](http://www.harfordchamber.org) or call the Chamber office at 410-838-2020.



108 South Bond Street • Bel Air, MD 21014 • [www.harfordchamber.org](http://www.harfordchamber.org) • 410-838-2020

*"Our Business is Your Success."*



On January 15, a “Past Chair Reception” was held to honor the Harford County Chamber of Commerce’s history and look forward to the future. Thank you to Chuck & Pat Poyle, Boyle Buick GMC, APG Federal Credit Union and Harford Community College for a wonderful evening!





# Do You Need Money for College?

The Harford County Chamber of Commerce's Education Foundation is offering **scholarship opportunities** for adults and high school seniors. Multiple **\$1,000** awards are available in the following categories:



RETURNING VETERANS  
TECHNOLOGY/TRADE  
RETURNING ADULT

Graduating high school seniors can apply for:

**BUSINESS, ENGINEERING, TEACHER EDUCATION  
SCIENCE/TECHNICAL/ENGINEERING/MATH (STEM)**

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Apply now! All applications are due to the Chamber by **April 11, 2014**.

Visit [harfordchamber.org/GivingBack/EducationFoundation.html](http://harfordchamber.org/GivingBack/EducationFoundation.html)  
to download an application or call 410-838-2020 for more information.

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Harford County Chamber of Commerce Education Foundation is an independent 501(c)3 operated by Harford County Chamber of Commerce that provides scholarships to high school seniors and adults pursuing higher education or training. The Education Foundation is supported by the Education Foundation Committee whose mission includes funding & awarding scholarships and building relationships between schools and business.

# Did You Know?

The Harford County Chamber of Commerce has a Young Professionals group that meets the third Tuesday of each month at 8 a.m. in the Chamber board room. If your company is a member, anyone on your staff under the age of 40 is eligible to attend! The YP's host a variety of events for young adults and families throughout the year.

On February 18, the Young Professionals Committee is excited to have **Pat Chambers of WebIXI** as their speaker! Pat will discuss social media as it relates to your business, and how you can improve your online presence. We hope to see you there!

## SAVE THE DATE

Harford County Chamber of Commerce  
Young Professionals

### 3<sup>rd</sup> Annual *Mini-Golf* Tournament

Thursday  
June 5, 2014  
5 to 8 p.m.

**\*\*Location to be announced soon!**

All proceeds benefit the Harford County Chamber of Commerce  
Education Foundation's scholarship fund.





## Upcoming Events 2014

- |  |   |
|--|---|
| <input type="checkbox"/> February 6 at 5:00 p.m.<br>Business After Hours at Silk's<br>Restaurant at Bulle Rock<br>\$5 Per Person/\$10 day of | <input type="checkbox"/> March 11 at 8:00 a.m.<br>New Member Orientation at the<br>Chamber of Commerce<br>Free          |
| <input type="checkbox"/> February 19 at 8:00 a.m.<br>Mix & Mingle Networking at the<br>Chamber of Commerce<br>Free                           | <input type="checkbox"/> March 19 at 8:00 a.m.<br>Mix & Mingle Networking at the<br>Chamber of Commerce<br>Free         |
| <input type="checkbox"/> February 20 at 11:00 a.m.<br>State of the County Luncheon at<br>Richlin Ballroom<br>\$30 Per Person/\$35 day of     | <input type="checkbox"/> March 27 at 8 a.m.<br>Business with Breakfast<br>Speaker - P.J. Chambers<br>\$15, Members Only |
| <input type="checkbox"/> March 6 at 5:00 p.m.<br>Business After Hours at Advanced<br>Eye Care<br>\$5 Per Person/\$10 day of                  |   |

Registrations are non-refundable, but may be gifted to a same-event attendee of your choosing should you be unable to attend. Make your reservations for upcoming Chamber events with this reservation form, or visit [www.harfordchamber.org](http://www.harfordchamber.org) and click on "Calendar of Events" to pay online. Check the appropriate event to attend, list the names of attendees and calculate the amount due. Fill out your company information and mail or fax a copy of this form with your check to:

**108 South Bond Street, Bel Air, MD 21014 / 410.838.2020 / f 410.893.4715 / [info@harfordchamber.org](mailto:info@harfordchamber.org)**

### Method of Payment

☐ Check

☐ Credit Card

Organization Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail Address \_\_\_\_\_

Please mark each event you wish to attend above.

Attendee Names:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Total Amount Due:

(Cost per event x Number of attendees) = \_\_\_\_\_

Name on Credit Card: \_\_\_\_\_

Credit Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Auth#: \_\_\_\_\_

Mailing Address w/Zip: \_\_\_\_\_



# CHAMBER EVENTS



S	M	T	W	T	F	S
					8:00 a.m. BRN Leads Group	
					1	2
		8:00 a.m. Business Dev. Committee 11:45 a.m. Military Affairs Committee @ Batelle	8:00 a.m. HBN Leads Group	5:00 p.m. Business After Hours @Silk's Restaurant at Bulle Rock	8:00 a.m. BRN Leads Group	
	3	4	5	6	7	8
	8:00 a.m. Legislative Committee	9:00 a.m. Membership Development Committee	8:00 a.m. HBN Leads Group		8:00 a.m. BRN Leads Group	
9	10	11	12	13	14	15
		8:00 a.m. Young Professionals Committee 9:00 a.m. Education Liaison Committee	8:00 a.m. Mix & Mingle Networking	8:00 a.m. Board of Directors Meeting 11:00 a.m. Luncheon @Richlin Ballroom	8:00 a.m. BRN Leads Group	
16	17	18	19	20	21	22
8:00 a.m. Legislative Committee			8:00 a.m. HBN Leads Group		8:00 a.m. BRN Leads Group	
23	24	25	26	27	28	

All Chamber committee meetings are held at the Chamber office, 108 South Bond Street,  
Bel Air, unless otherwise stated.

## March Preview

3/6 - Business After Hours, Advanced Eye Care  
 3/11 - New Member Orientation  
 3/27 - Business with Breakfast with P.J. Chambers at Safe Harbors  
 Travel Group

# MEMBER EVENTS

February

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	8:00 a.m. Images of Sommer - Business Portrait Day at the Chamber	7:00 p.m. The Kelly Group - Social Security Strategies @Autumn Assisted Living	5:45 p.m. Sappari Solutions - Declutter for Life @ Boscovs in White Marsh			
	3	4	5	6	7	
9	2:30 p.m. McDonell Consulting & Development - Maximize LinkedIn @ MD Golf & Country Club				8:30 a.m. McDonell Consulting & Development - Maximize LinkedIn @Sandler Training Center in Towson	
10		11	12	13	14	
16	17	18	19	20	21	6:00 p.m.  GEEF - Gin & Jazz @ Bayou Restaurant
3:00 p.m. HCC Alumni & Friends Association Winter Wine Expo @APG Federal Credit Union Arena	8:30 a.m. McDonell Consulting & Development - Maximize LinkedIn @ Annapolis			2:00 p.m. - SWN's Defense, Technology & Intelligence Job Fair @ Ripken Stadium 5:30 p.m. - NMTC Visionary Awards @ Richlin Ballroom		28
23	24	25	26	27		

For more information on our members' community events,  
visit [www.harfordchamber.org](http://www.harfordchamber.org) and click on "Community Calendar."

To submit your event, log into your Chamber "Member Portal" and click  
on "Submit an Event."

# Board of Directors

## CHAMBER OFFICERS

**President/CEO, Pamela Klahr**

**Chair, Brenda Morrison**

*Harford Community College*

**Chair Elect, Paul Balsamo**

*Balsamo, Stewart, Lutters, & Ruth*

**Vice Chair Finance, Bill Suchting**

*Battelle*

**Vice Chair Administration, Sheryl Davis Kohl**

*Beacon Staffing Alternatives, Inc.*

**Past Chair, Robin Sommer**

*Images of Sommer*

**Member at Large**

Bob Bloom

*WXCX, 103.7 FM*

Roxanne Harry

*Hilton Garden Inn Aberdeen*

## Board Members

Linda Aaby

*Homestead Publishing Co.*

Paige Boyle

*Boyle Buick GMC Truck*

Randy Brunkhorst

*State Farm Insurance*

Jay Ellenby

*Safe Harbors Travel Group, Inc.*

Mary Hastler

*Harford County Public Library*

Bonnie Johansen

*Baltimore Gas & Electric*

Teri Kranfeld

*Harford County Public Schools*

Martha Mallonee

*Upper Chesapeake Health*

Aaron Piccirilli

*Franklin Square Hospital Center*

Patrice Ricciardi

*Freedom Federal Credit Union*

Jim Richardson

*Harford County Office of Economic Development*

Bernie Spicer

*Harford Mall*

Lee Tayson

*Liberty Mutual Group*

Jay Van Deusen

*Van Deusen Construction, Inc.*

Deborah Williams

*M & T Bank*