



The CHAMBER



ALLEGANY COUNTY, MD



Executive Director

Last month I mentioned how quickly this year has gone and now we're in December, the countdown to a new year begins, and the Chamber is preparing for its Annual Meeting and Holiday Reception. I was asked to compile a year in review to share at the Annual Meeting and thought I would incorporate some of that into this piece, as well.

The priorities for the Chamber this year were internally focused with attention given to recruitment and retention, leveraging our technology, engagement, and continuing to navigate under COVID. Some of these had to work in tandem. Our website became a true extension of our work, telling our story, and providing information about membership, programs, and services. We created unique opportunities for engagement when we were still unable to be in person and maintained regular programming with many of our committees using Zoom. One of the most difficult priorities was in-person events and taking a chance on their success. These serve as vital fundraisers for the operation of the Chamber, and we were able to host all four major events and exceed our fundraising goals for the year.

Our **Economic Development Committee** hosted programs, including the State of the County and Frostburg State University's economic development plan. Our **Education Committee** honored the Allegany County Teacher of the Year, awarded the Outstanding Business Students, and graduated the **Leadership Allegany! Rising** Class of 2021, which was fully virtual, while also starting the Class of 2022 in person. The **Legislative**

Committee worked through the 2021 session, reviewing nearly 100 bills and providing written and oral testimony for association health plans, and the Task Force on the Economic Future of Western Maryland.

Leadership Allegany! faced many roadblocks, paused, and following a meaningful planning session in May, was able to reengage the class and give them the full experience of in-person topic days. The **Marketing and Membership Committees** were both tasked with a full workload as most of our priorities for the year were rooted with them.

It makes me rather uncomfortable to seem boastful, but I feel for the sake of sharing accomplishments, it's necessary in order for me to convey where we stand. Early in the year, I presented the Board with specific goals I had for the Chamber, and a list compiled from our planning session. By the fall of this year, we had either completed, or started the process of every single item on that list. That was made possible by a dedicated and responsive Board of Directors, and the volunteers on our committees. We updated our equity and inclusion statement but outlined very specific objectives and goals we intend to pursue, a dynamic team of female leaders has begun planning for an International Women's Day event, and our committees are talking about collaboration projects and programs. There is still heavy lifting to be done and there is excitement and engagement at every turn.

Thank you for a great first year as your Chamber executive! I look forward to all that is in store for 2022 and hope that if you have some time to give, you'll consider joining a committee...or two!

Happy Holidays!

Juli McCoy
Executive Director

DECEMBER 2021

Volume XXXIX No. 12
Bell Tower Building
Cumberland, MD 21502



December Calendar

December 1

8:00 am
Membership Committee Meeting
Hybrid

9:00 am
Golf Committee Meeting
Hybrid

December 2

Noon
Annual Membership Meeting
Cumberland Country Club

December 9

8:00 am
Education Committee Meeting
Hybrid

4:00 – 7:00 pm
Member Holiday Reception
Allegany Museum

December 13

Noon
Marketing Committee Meeting
Hybrid

December 15

8:00 am
Economic Develop. Com. Meeting
Hybrid

December 16

7:30 am
Pre-Legislative Breakfast
The Toasted Goat

December 21

8:00 am
Leadership Allegany! Steering
Committee Meeting
Hybrid

January 5

8:00 am
Membership Committee Meeting
Hybrid

MEMBER HOLIDAY RECEPTION

Mark your calendar for the **Annual Member Holiday Reception** scheduled for Thursday, December 9th from 4:00 to 7:00 pm at the Allegany Museum, 3 Pershing Street, Cumberland, Maryland. Make plans to join us for the festivities – stay for an hour, a few moments or the entire time – we look forward to seeing you and wishing you a very happy holiday season.

This year's reception is sponsored by:



HunterDouglas



NEW THIS YEAR: BRAGGING RIGHTS FOR THE UGLIEST HOLIDAY SWEATER

Grab your ugliest Holiday Sweater and wear it to the reception.
The winner will get FREE admission into our next
"Chamber After Hours" as well as Bragging Rights!!!

Everyone has an ugly holiday sweater hidden away in their closet.
We want to see yours!!

The Chamber staff will be wearing ours so be sure to

JOIN THE FUN – LET'S BE JOLLY THIS HOLIDAY SEASON

There will be complimentary hors d'oeuvres (provided by Giuseppe's Italian Restaurant), blissful liquid refreshments, fellowship, entertainment and unlimited networking!!!
Make plans to join us.

The reception provides the Chamber an opportunity to say "thank you" to you, **OUR MEMBERSHIP**, for all the hard work and dedication you have provided us throughout the year.

This is one event you do not want to miss!!
We look forward to seeing you on December 9th.





My Bank Understands Your Business.

For over 120 years, we have believed that it is our role to understand local businesses.

At First United, you are not just a number, you are the heart and soul of our community who deserves financial advisors that know you and knows your business. Switch to First United today to experience what it means to work with a true community partner. Visit our website or give us a call to let us know how we can help. You'll be glad you did.



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ALLEGANY COUNTY
CHAMBER OF COMMERCE

Holiday Reception

For Our Members and Guests

Sponsored by:



HunterDouglas

Thursday, December 9, 2021

4:00 to 7:00 pm

Location: Allegany Museum
3 Pershing Street, Cumberland, Maryland

Complimentary hors d'oeuvres and refreshments
Must be 21 years of age to attend

Be Sure to Wear Your Ugliest Holiday Sweater

Please RSVP your attendance by contacting
the Chamber at 301-722-2820 or by email:
peg@alleganycountychamber.com



Business/Organization: _____

Names: _____

Come join in the holiday cheer!



ALLEGANY COUNTY CHAMBER OF COMMERCE
PRESENTS

PRE-LEGISLATIVE BREAKFAST

THURSDAY, DECEMBER 16, 2021
7:30AM
HOTEL GUNTER, FROSTBURG
\$20 PER PERSON

WHAT TO EXPECT IN THE
2022 LEGISLATIVE SESSION

FEATURING
SENATOR GEORGE EDWARDS
DELEGATES
WENDELL BEITZEL
JASON BUCKEL
MIKE MCKAY



PRE-REGISTRATION REQUIRED



TO SUBMIT QUESTIONS OR TOPICS OF DISCUSSION
AND TO REGISTER

EMAIL: PEG@ALLEGANYCOUNTYCHAMBER.COM

2021 Annual Business Recognition Dinner Honorees

Pictured left to right:

Becky McClarran accepting for *Kristan and Donny Carter* – Entrepreneurial Spirit Award

Stan Strickland, *DelFest* – Community Service Award

Jeffery O'Neal, Allegany County Chamber of Commerce Board of Director Chairman

Juli McCoy, *Executive Director* – Allegany County Chamber of Commerce

Michele Martz, *UPMC* – Business of the Year

Andrea Lowery – Outstanding Young Professional Award (Western MD Jaycees)



Annual Membership Meeting

The Chamber's Annual Membership meeting will be held on Thursday, December 2, 2021 at Noon at the Cumberland Country Club. The cost to attend is \$25.00 per person which includes lunch. Reservations are required – please rsvp to peg@alleganycountychamber.com or directly to the Chamber office (301-722-2820).

BOARD OF DIRECTOR ELECTIONS:

During the meeting, six individuals will be elected to serve a three-year term on the Board of Directors:

Ahmad H. Ahmad, *Rocky Gap Casino Resort*

Catie M. Brenneman, *AHEC West*

Robert A. Godfrey, *UPMC Western Maryland*

Mary Jane Marker, *R. H. Lapp and Sons*

Marisa Bowen Miller, *IBM*

Seth A. Sgaggero, *Sgaggero Event Planning*

New Members

(Patronize these members and welcome them to the Chamber)

Chew On This - Jerky

1313 National Highway, Suite 7 # 352
LaVale, Maryland 21502
951-317-8807

www.chewonthis-jerky.com

Contact: Eric Bowlus, Owner

E-mail: ericb@chewonthis-jerky.com

Category: Retail-Specialty

Description: *Unique blend of gourmet jerky.*

Cumberland Donuts, Inc.

1313 National Highway, LaVale Plaza
LaVale, Maryland 21502
240-277-5049

Contact: Bharmesh (Danny) Kotak,
Owner

E-mail: dk@mgmt.net.in

Category: Restaurant

Description: *Dunkin Donuts*

Kinfolk Counseling, LLC

137 Ormand Street
Frostburg, Maryland 21532
301-338-1374

Contact: Kate Barnard, Founder, LCPC

E-mail: kate@kinfolkcounseling.com

Category: Medical/Health; Consulting

Description: *Offers virtual mental health treatment, wellness coaching and corporate/non-profit consulting services.*

Perry Wellington Realty

217 Washington Street
Cumberland, Maryland 21502
240-979-4660

Fax: 301-697-4405

www.perrywellingtonrealty.com

Contact: Debbie Grimm, Realtor

E-mail: grimedy77@gmail.com

Category: Real Estate

Description: *Offering real estate sales, buying, investing and consulting services within the tri-state area.*



Pre-Legislative Breakfast

The Allegany County Chamber of Commerce Pre-Legislative Breakfast will be held on **Friday, December 16, 2021 beginning at 7:30 am** at The Toasted Goat (Hotel Gunter), Frostburg, Maryland. The program is sponsored by the Legislative Committee of the Allegany County Chamber of Commerce.

The Western Maryland Delegation will be in attendance to discuss upcoming legislative issues for the 2022 Legislative Session. The delegation comprised of Senator George Edwards, Delegate Wendell Beitzel, Delegate Jason Buckel and Delegate Michael McKay will also take questions from the floor. The meeting will conclude by 9:00 am.

The cost to attend is \$20.00 for Chamber members and \$30.00 for non-members. To make reservations, contact the Chamber office at 301-722-2820 or email peg@alleganycountychamber.com.



Celebrates 115th Birthday

The Allegany County Chamber of Commerce proudly celebrated our 115th birthday in April. Throughout 2021, each month, we provided our members with interesting tidbits of Chamber history. Last month's newsletter centered on the Chamber's passion and commitment to education and the possibility of a Vocational-Technical training school in Allegany County. This month's feature provides an overview of how that training school became a reality.

As a refresher: At the April 1966 Chamber of Commerce meeting it was announced that the "Board of Education would like the Chamber to prepare a study which will show the extent of vocational technical training needed in our school system and insofar as possible the type of training it should be and the circumstances under which it should be given; that is whether or not it should be developed in the high schools or under a separate facility."

The study continued for several months and in October of 1966 the in-depth study was finalized and presented to the Chamber Board of Directors. Highlights from that study stated "The Board of Education having been prevailed upon by many people to consider the need for expanding the program of Vocational-Technical training asked the Chamber of Commerce to conduct a study in depth of those requirements. The problem of continually adjusting the curriculum of our schools to fit the needs of the people of the community is of utmost importance and it has been recognized that these needs are in all age and economic groups of the community. The Chamber of Commerce has conducted a survey of these needs and the results of this survey have been analyzed by a committee of the Chamber, supplemented by interested members of labor and other groups. It shows that the future needs of employees will be more in the skilled and semi-skilled classification and that there will be job openings for machinists, mechanics, electricians, draftsmen, brick-layers, machine operators, machine repairmen, electronic technicians, tool and die makers, laboratory technicians, all office skills, welding, sheet metal, carpenters, plumbers, millwrights, air conditioning, butchering and food preparation, nurses' aides, pre-nurse training, medical laboratory technicians, dental technicians, practical nurses, etc. Every regional and national poll has emphasized these same findings as a national trend. There are at least two methods by which industry can be supplied the skilled help which it needs. One is by conscripting graduates of vocational training programs, the other is by training programs within the industry. Of the two, the first seems preferable. According to a Wall Street Journal article 'many companies, their resources already strained by near-capacity production, aren't much inclined to undertake the costly task of increasing training programs at the same time. Training costs money. If you can hire a fully skilled man, the amount you have to spend to teach him your way of operating is minuscule in comparison to what it would cost to bring a man through an apprentice program'. Generally, employers say, it costs between \$1,000 and \$5,000 or more to train one apprentice. The committee considered the stigma in certain segments of our population regarding vocational schools as merely dumping places for the low intellectual. It is believed that the Vocational-Technical school should be closely integrated with our community college. Perhaps, certain skills could be carried over to the post high school level and a degree awarded. Certainly, if the two schools were physically close to one another, the sharing of certain expensive equipment and facilities could be accomplished. It would also be advisable to call the school a Technical Institute

rather than a Vocational-Technical School. The committee gave a great deal of consideration to the necessity of training our young people to obtain work elsewhere if they choose to move or when jobs are not available in this area. Regardless of where they choose to spend their adult lives, we owe them a utilitarian education. The committee feels also that the Vocational School should be considered as a year-round training and retraining facility in order to get the greatest use out of it. We, therefore, recommend taking the necessary steps to provide a Technical Institute on the high school, college and adult levels. It should be closely integrated with the community college and it should provide as many courses as is feasible and which will allow for future expansion. The facility should make available those skills required by our local industries for their growth and also for their skills which might be required by new and future employers. In this way, the growth of the individual and the community will be enriched to its fullest potential. Because we believe our county has lagged behind in providing these facilities and because there are state and federal funds available now, we ask the School Board and County Commissioners to make all possible speed in considering and facilitating this project."

At the October 1966 board meeting it was noted the study had been presented to the Board of Education and they formed a committee to determine what size it should be and what subjects should be taught at the outset. Mr. Robert Peterson, Chamber Manager, and Dr. Jack Arch, Chamber board member were appointed as members of that committee. It was noted in the September 1967 minutes that "Dr. Wayne Hill, Superintendent of Schools, had requested that the Chamber reactivate our committee on Vocational Technical Training to further assist the board in selecting proper courses, to assist them in selection of curriculum and also to assist in selection of equipment."

Dr. Wayne Hill attended the May 1969 meeting of the Chamber Board of Directors to provide an update on the new vocational technical school. He stated the school is in the process of being built at a cost of \$3,000,000.00 of which \$70,000.00 is local money. He thanked the Chamber for their considerable time investment in the project.

The Chamber's commitment to education continues today with a wide array of programs and events. Throughout the year the Chamber honors students with our Outstanding Business Student Awards held in conjunction with the Rotary Club of Cumberland, annually honors the Teacher of the Year with a presentation, assists with the WCBC/FSU Scholarship Salute and Focus on the Future. The Education Committee instituted a new program in 2017 – **Leadership Allegany! Rising** which has graduated 89 students from local public and private high schools. In September the Chamber kicked off the program with an orientation. This year we have 21 students involved in the program dedicated to providing positive change by creating a network of future leaders committed to impacting their community. The Allegany County Chamber of Commerce believes today, more than ever, that our future is tied to strong leadership. The more informed and involved our youth become the stronger the community.

We hope you have enjoyed learning more about the history of the Allegany County Chamber of Commerce and we look forward to celebrating for many years to come.



**Annual
Membership Meeting**
Thursday,
December 2, 2021
Noon
Cumberland Country Club

**Member
Holiday Reception**
Thursday,
December 9, 2021
4:00 pm – 7:00 pm
Allegany Museum

**Pre-Legislative
Breakfast**
Thursday,
December 16, 2021
7:30 am
The Toasted Goat (Hotel Gunter)



MOUNTAIN MARYLAND PACE 2022

www.mtmarylandpace.com

The Cumberland/Allegany County Industrial Foundation, Inc. (CACIF) and the Garrett County Development Corporation proudly host PACE. Jeremy Irons from Allegany County and Shawn Bender from Garrett County are co-chairing the 45th PACE Reception and PACE Breakfast. All PACE related information can be found on their website — www.mtmarylandpace.com. Check it out!

Reception & Breakfast

The PACE Reception is Thursday, January 20, 2022, 6:00 p.m. – 8:30 p.m. and the PACE Breakfast is Friday, January 21, 2022, 8:00 a.m. – 9:30 a.m. Both events are held at the The Westin Annapolis (note the location change from years prior.)

Why PACE?

This cooperative effort of Allegany and Garrett Counties is an excellent way to showcase and advance our communities. PACE strives to educate state legislators and state officials about Allegany and Garrett Counties and to present the local perspective about issues. The success of Mountain Maryland PACE is dependent on the participation and financial support of local businesses, community leaders, and citizens.

Hotels

The PACE Committee strongly recommends that hotel rooms be booked as soon as possible. Call direct for the PACE rate or go to www.mtmarylandpace.com and click hotels for booking link at The Westin.

Displays & Sponsorships


Display at PACE! The reception and the breakfast feature approximately 25 displays showcasing businesses, attractions, educational institutions, organizations, and other entities. A display is a productive way to highlight your entity, its purpose, and any requests or needs you may have. Displayers have the opportunity to meet and network with high ranking officials in a friendly, informal setting. The number of displays is limited. Each display is given ample space and is strategically placed for maximum visibility.

Displayers are encouraged to bring interactive displays and promo items. The display fee is \$750. A displayer receives complimentary entry to the reception and the breakfast for two individuals.

Sponsor PACE! Sponsorships help to underwrite the event costs and are utilized to host the Governor, Cabinet members, General Assembly members, and state and federal officials for the PACE Reception and PACE Breakfast. Sponsor opportunities are: Gold \$1,000, Silver \$500, Bronze \$250, and Partner \$100. All sponsors are recognized at the events, in news releases, and on the website.

A gold sponsor receives complimentary entry to the reception and the breakfast for two individuals. A silver sponsor receives complimentary entry to these two events for one person.

Questions?

All PACE questions should be directed to Kati Kenney, T 301.707.3228 or info@mtmarylandpace.com. The PACE mailing address is PO Box 3273, LaVale, MD 21504-3273. 



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ALLEGANY COUNTY, MD
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www.alleganycountychamber.com

Juli R. McCoy, Executive Director

Allegany County Chamber of Commerce 2021 Officers

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First Vice Chairman: Robert A. Godfrey

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