

Executive Director

Thank you to everyone who supported the 42nd Annual Crab Feast! One final thank you to Jeremy Irons and our sponsors: The Belt Group, First United Bank & Trust, Pinnacle Strategies, LLC, Western Maryland Building & Construction Trades Council, and WVU Medicine – Garrett Regional Medical Center & Potomac Valley Hospital, to Peg McKenzie for her leadership with this event, and to our Board of Directors for coordinating our parking. We were honored to be joined by Governor Wes Moore and his Cabinet to round out the evening.

We shared information early in the summer regarding our new member resource through **CQI** Associates, a money-saving energy co-op offered through virtue of your membership. The fall campaign is now active, and this is an important time to take advantage of the program. Energy prices are expected to increase by as much as 10% this fall. Market volatility, and countless other factors will continue to cause the cost of doing business to increase. The Chamber recently took a few minutes to complete the paperwork and submit the required utility bills, which very quickly resulted in savings on natural gas. Your employees can benefit from this program, too. Visit our website where you can find all the information and paperwork needed to get started. A flyer is included in this newsletter, as well, and if you have any questions, please contact our office so we can get you connected.

Another item for your radar is the Local Business Showcase. Paperwork is included again this month in the newsletter, and we want to point out a new addition to the event this year – a series of free workshops being held throughout the day. Beginning with a professional development session, you or your staff can learn some tips from **Pam Twigg Coaching**. Whether you have an existing



ALLEGANY COUNTY, MD



business or you're interested in starting one, our workshop featuring the **Small Business Development Center** and **Startup Portal** will provide details and information on grants, loans, and crowdfunding for your idea. Join us for a free lunch hosted by the newly expanded College of Business, Engineering, Computational

and Mathematical Sciences of Frostburg State University, where we will feature a panel of university leaders to discuss the expansion and to seek input about how the college and local business community can benefit one another by working together. In the afternoon, there will be an opportunity to hear from our states **Departments of** Commerce, Labor, and TEDCO (Technology Development Corporation), each sharing details about statewide programs that can aid in advancing your business. Finally, **FSU** will offer a workshop on social media marketing. We will also have representatives available from the **Department** of Service & Civic Innovation who will be present at the showcase to hear from you and to share information about this new statewide program, which will promote the use of volunteers in state, county and municipal government, business, and nonprofit organizations. This is truly a one-stop shop and I encourage you to take advantage of this entire event, whether you are looking for capital, loans, promotion, or need advice, we are bringing everyone together for you. As an event that is open to the public, invite those who could benefit from these resources.

Also included in this newsletter is an overview of what remaining sponsorship opportunities exist for 2023 and what to expect in 2024. We have enjoyed highlighting your businesses throughout the year at our events and through our programs. There is still time to sponsor **Leadership Allegany Rising** at \$500 for the Class of 2024. Other 2023 opportunities include the pre-Legislative program, and Holiday Reception – each at \$500. Contact our office for details.

> Juli McCoy Executive Director

SEPTEMBER 2023

Volume XLI No. 9 Bell Tower Building Cumberland, MD 21502

"Chamber After Hours" Wednesday, September 20, 2023 5:30 pm to 7:30 pm Hosted by: Energy Select

Local Business Showcase

Wednesday, October 18, 2023 4:30 pm to 7:30 pm Frostburg State University Lane Center

September Calendar

September 1

9:00 am Marketing Committee Meeting Chamber Boardroom

September 6

8:00 am Membership Committee Meeting Chamber Boardroom 9:30 am **Leadership Allegany Rising**

Committee Meeting Chamber Boardroom

September 11

9:00 am Transportation Committee Meeting Chamber Boardroom 3:00 pm

Local Business Showcase Meeting Chamber Boardroom

September 14

8:00 am Education Committee Meeting Chamber Boardroom

September 19

8:30 am Leadership Allegany Committee Meeting Chamber Boardroom

September 20

5:30 – 7:30 *"Chamber After Hours"* Hosted by Energy Select

September 25

4:00 pm Local Business Showcase Meeting Chamber Boardroom

September 29

Noon Board of Directors Meeting Chamber Boardroom

Scenes from the August 4th Chamber Crab Feast Special Thanks to Our Sponsors:



ALLEGANY COUNTY CHAMBER OF COMMERCE presents CHAMBER AFTER HOURS





ENERGY SELECT SOLAR + SOLUTIONS

JOIN US FOR DRINKS, REFRESHMENTS AND PRIZES. LEARN MORE ABOUT SOLAR ENERGY!

119 Baltimore Street Cumberland, MD 21502



WEDNESDAY, September 20th 5:30 - 7:30pm



.

NETWORK & WIN \$2000!

MUST BE PRESENT & PRE-REGISTERED TO WIN! \$5.00 REGISTRATION FEE – MUST BE 21 OR OVER TO ATTEND

24 Frederick Street Cumberland, MD 21502 andrea@alleganycountychamber.com 301-722-2820





Congratulations on your RETIREMENT *



Peg McLenzie*

SEPTEMBER 29, 2023 AT GIUSEPPE'S RESTAURANT FROSTBURG, MD 5:30-7:30PM

* hors doenvres and cash bar *

R.S.V.P NO LATER THAN SEPTEMBER 20TH

MORE INFORMATION CONTACT: ANDREA@ALLEGANYCOUNTYCHAMBER.COM OR 301-722-2820

ALLEGANY COUNTY SHOWCASE

PRE-EVENT

2023

FROSTBURG

October

18

2023

S WWO RIKSHOP



S

310

PAMELA TWIGG

Startup Portal

IES!

TOPIC AND DISCUSSION

Pam Twigg Coaching

Professional Development: Featuring Parn Twigg Coaching - understand self-awareness to gain resilience as you start and grow your business.

SBDC & Startup Portal

Learn key business startup strategies and how crowdfunding can kick-start your idea.

Frostburg State University

Free Lunch w/ College of Business, Engineering, Computational and Mathematical Sciences at FSU discuss how the college and local business community can benefit one another.

Hear from social media and marketing experts to use social media for your start-up or non-profit organization.

TEDCO, MD Dept. of Commerce, & MD Dept. of Labor

Department of Commerce, Department of Labor and Technology Development Corporation (TEDCO) Statewide programs available to help you reach your goals and grow.



Register at : www.alleganycountychamber.com

Phone : 301-722-2820 | Email : andrea@alleganycountychamber.com

start time 10am - 4 pm

5

Maryland

TEDCO

-++ . Com

Lane Center 101 Braddock Road Frostburg, MD 21532

Register Now!

SBDC

ARYLAND



ALLEGANY COUNTY LOCAL BUSINESS SHOWCASE

2023 Levels of Sponsorship

PLATINUM - \$1,200

- (2) tables and 4 chairs
- · 4 complimentary tickets to "Chamber After Hours"
- Logo on advertising materials
- · Listed and mentioned on PR & Marketing around event
- Participation in Ribbon Cutting Ceremony
- Two (2) months advertising in weekly e-News (your company logo)
- Member Profile in Chamber Newsletter (September or October)
- Virtual Showcase
- Facebook sponsored ad

GOLD - \$600

- (1) table and 2 chairs
- · 2 complimentary tickets to "Chamber After Hours"
- Listed and mentioned on PR & Marketing around event
- · One (1) month advertising in weekly e-news (your company logo)
- Virtual Showcase
- Facebook sponsored ad

SILVER -\$300

- (1) table and 2 chairs
- · 2 complimentary tickets to "Chamber After Hours"
- Virtual Showcase

NON-PROFIT - \$150

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- Virtual Showcase

FOOD VENDORS - No Charge

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- · One (1) month advertising in weekly e-news (your company logo)
- Virtual Showcase

You do not want to miss this opportunity to market your business's latest products and services, network with Chamber members and reach new potential clients!

For more information or to reserve your booth space, please contact the Chamber at 301.722.2820 or email to andrea@alleganycountychamber.com



Exhibit Regulations

- Application No application will be processed without payment in full. No requests for refunds will be honored after October 1, 2023. Applications received by September 14, 2023 will be included in event promotions; print and media.
- Arrangements—Booth price will include one table and two chairs. Wireless internet will be provided.
- Exhibit Hall Hours/ Set Up and Tear Down Open 4:30 pm 7:30 pm. Exhibit booths must be staffed during event hours.
- Exhibitors may set up from 10:00am 3:00pm on Wednesday, October 18th and must be set up no later than 3:00 pm. No exhibitor may dismantle prior to the close of the event at 7:30 pm. Dismantling prior to the close will jeopardize your ability to contract space for the following year. All exhibits must be removed from the FSU Lane Center on October 18th by 8:30 pm. Giveaway is not required but encouraged.
- Parking Available at the Performing Arts Center lot. A phone number will be sent to all displayers in advance of the event to text or call for help with hauling and unloading of display items.
- Liability—Exhibitor assumes full and complete responsibility for the safety of their exhibit and compliance with all city and county codes for fire, safety, and health. Exhibitors shall be responsible for the security of their exhibits and liable for any damages to the facility. The Chamber assumes no responsibility for the exhibitor's security. Food exhibitors are required to sign a waiver.
- Restrictions—The Chamber, at its sole discretion, may determine that an exhibit is
 objectionable for any reasons and may request that the exhibitor vacates the premises and
 forfeit all fees.
- Agreement—The submission of an exhibitor application with payment of fees constitutes the
 agreement of the exhibitor to the aforementioned rules and regulations. The exhibitor further
 agrees that the Chamber shall have the right to remove any exhibitor from the event for any
 violation of these regulations or for any behavior or conduct that the Chamber deems
 inappropriate.
- Chamber membership must be current to reserve a booth.

I HAVE READ AND UNDERSTOOD THE ABOVE TERMS:

SIGNATURE:	
NAME:	
DATE:	
EVENT: Allegan	y County Chamber of Commerce Local Business Showcase



<u>CHAMBER</u> <u>**2023 Local Business Showcase Application**</u> Please Fill Out Application Thoroughly, Missing Information May Not Be Honored

Business N	Name: Contact Person:						
Full Busine	ss Address:_		20 0.000				
Phone:		Email:		Website:		133 14 ⁶ 1	
Social Med	lia Accounts:	(circle all that apply	y) Facebook Y/N	Instagram Y/N	Twitter Y/N	LinkedIn Y/N	
Sponsorsh	ip Levels: (ciı	cle selection)					
Platinum -	\$1,200.00	Gold - \$600.00 S	ilver - \$300.00	Non-Profit - \$150.0	00 Food Vende	or - No Charge	
Booth Nun	nber Request	:					
Platinum -	\$1,200.00		2nd Choice				
Gold - \$60			2nd Choice				
Silver - \$30			2nd Choice				
Non-Profit	6.7		2nd Choice				
Food Vend	or -N/C	1st Choice	2nd Choice	3rd C	hoice		
Please sele Need Liner Power Req Will Your E Will Your E	ect table size in Table Cove uirements (N Business Have Business Have Vorkshop Itin Professional you star SBDC/Start Free Lunch v Discuss Department	00 each: Y / N (circle one): 6 Foo ring (No charge): Y lo charge - First Con e Any Internships o e a Giveaway During herary - Please mark Development : Featur rt and grow your busi up Portal: Learn key b w/ College of Busines how the college and of Commerce, Depar	/ N ne, First Serve): Y r Job Openings at t g the Showcase? Y c any that you plan ing Pam Twigg Coac ness. Dusiness startup stra ss, Engineering, Con local business comm tment of Labor and	/ N the Time of the Sh / N if so, what? to attend. thing - understand s tegies and how crow nputational and Ma nunity can benefit or Technology Develo	elf-awareness to vdfunding can kic thematical Science ne another. pment Corporatio	gain resilience as k-start your idea. : es at FSU	
□ 2pm:	Statewide programs available to help you reach your goals and grow. FSU Marketing: Understanding Social Media Marketing						
TOTAL PAY Make chec Credit Care	YMENT: k payable to: d No	Allegany County C	(Pay	ment must accomp erce	pany application	to be processed)	
집 사람이 있는 것은 것을 가지 않는 것을 하는 것이다.							
CVV Zip Code							
94994 * 01001010101010		Subr	nit application and	payment to:			
		-	ny County Chambe erick Street, Cumbe 301-722-282	erland, MD 21502			

andrea@alleganycountychamber.com



FOOD SERVICE ONLY

WAIVER OF LIABILITY, ASSUMPTION OF RISK AND INDEMNITY AGREEMENT FOR EVENTS and FOODS OTHERWISE TRANSPORTED, FURTHER PREPARED AND CONSUMED

Food preparation carries with it inherent risks that include but are not limited to health hazards resulting from improper transport, handling and storage.

WAIVER

In consideration of being permitted to prepare, bring in, serve or otherwise present any food samples or related service product or event at the Frostburg State University – Lane Center (the "Event") where prepared food, cooked, perishable or otherwise are transported, further prepared, and consumed, we, our personal representatives or assigns, agents, employees and affiliates, do hereby release, waive, discharge, and covenant not to sue Allegany County Chamber of Commerce (the "Host"), their affiliates, direct or indirect, officers, employees, and agents from liability from any and all claims resulting in personal injury, accidents or illnesses (including death), and property loss arising from, but not limited to, any claim directly or indirectly to the Event.

INDEMNIFICATION AND HOLD HARMLESS

Vendor agrees to indemnify and hold harmless the Host, their affiliates, direct or indirect, officers, employees, and agents (the "Indemnitees") from any and all claims, actions, suits, procedures, costs, expenses, damages and liabilities, including reasonable attorney's fees brought as a result of my involvement in Events, whether brought by me, my company or its agents or employees, or other third parties, and to reimburse the Indemnitees for any such expenses incurred.

A FEW SIMPLE PRECAUTIONS TO REDUCE THE RISK OF FOODBORNE DISEASES

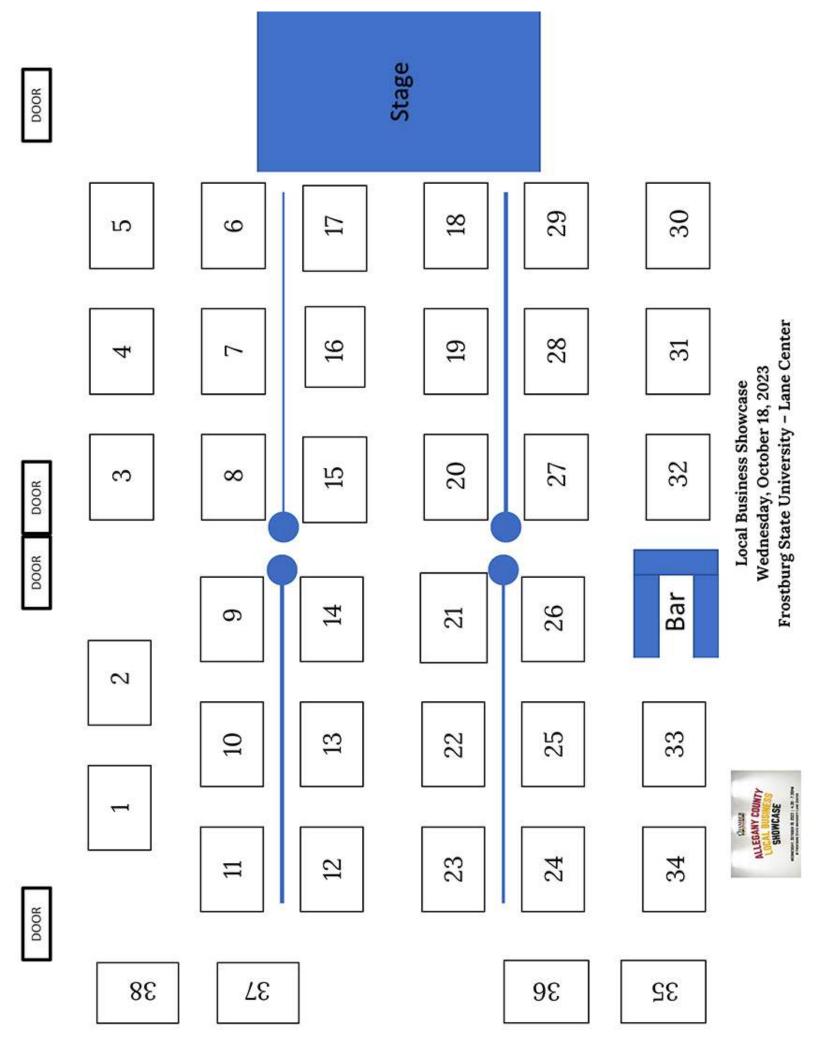
Safe and careful handling of raw meat and poultry is critical to prevent harmful bacteria from multiplying and contaminating other foods. It is extremely important that proper temperatures are reached during cooking to destroy harmful bacteria.

COOK: meat, poultry and eggs thoroughly. Using a thermometer, ground beef should be cooked to an internal temperature of 160°F. Eggs should be cooked until the yolk is firm. *Keep burgers and chicken (and all other perishable foods) on ice until ready to cook. Cook poultry to 165°F/74°C.

SEPARATE: Don't cross-contaminate one food with another.

SOME INDIVIDUALS AT PARTICULARLY HIGH RISK SHOULD TAKE MORE PRECAUTIONS Pregnant women, the elderly, and those weakened immune systems are at higher risk for severe infections such as Listeria and should be particularly careful not to consume undercooked animal products.

I HAVE READ AND UNDERSTOOD THE ABOVE TERMS:



Join the CQI Energy Purchasing Cooperative REDUCE YOUR ENERGY COSTS

You'll always get the <u>lowest cost possible</u> because the co-op works for you...NOT the energy supplier.

EASY TO JOIN
 INCREASED PURCHASING POWER
 BUDGET STABILITY
 YEAR-ROUND CUSTOMER SUPPORT

By joining the Commercial Energy Purchasing Cooperative, you increase the purchasing power for all members, resulting in more affordable and consistent electric rates. As a member, your organization's energy prices will be significantly lower than the purchasing power as an individual business.

There are NO FEES to join. One application covers all accounts for all locations.

CQI is a nationally recognized energy and sustainability management consulting firm based in Woodstock, Maryland. Since 1995, CQI has provided services to over 5,000 businesses, consumers, municipalities, school systems, and chambers of commerce to help lower energy costs.

cqiassociates.com

410-500-9555









Leadership Allegany Rising - September 2023 Sponsorship: \$500

Local Business Showcase - October 18, 2023 Sponsorship: \$300-1,200/ \$150 for Non-Profit(s)

Recognition Reception - November 9, 2023 Sponsorship: \$500 Limit of 2 - fulfilled

Holiday Reception - December 14, 2023 Sponsorship: \$500

Legislative Luncheon - April 2024 Sponsorship: \$500

*Chamber Golf Tournament - May 2024

Sponsorship: \$100 - \$1,200 Teams sold separately, except \$1,200 sponsorship level.

Lucky Ladies Night Out - June 2024 Sponsorship: \$500

> *Crab Feast - August 2024 Sponsorship: \$500 Tent Sponsorship: \$300 - \$950 Crab Shack: \$700 Tickets sold separately.

*Local Business Showcase - October 2024 Sponsorship: \$300-1,200 / \$150 for Non-Profit(s)

Holiday Reception - December 2024 Sponsorship: \$500

*Prices may change closer to event to meet unforeseen rising costs.



The Allegany County Chamber of Commerce **Local Business Showcase** will be held on **Wednesday, October 18, 2023**, in the Lane Center at Frostburg State University from 4:30 pm to 7:30 pm. The showcase is held in conjunction with the October *"Chamber After Hours."*

Local Business Showcase provides a platform for businesses and non-profit organizations to showcase their products, services and expertise. The goal of the showcase is to promote and support the growth of local Chamber businesses by providing an opportunity to increase visibility, network with other professionals, and connect with potential customers or partners. Each vendor is provided with a table and two chairs. Participants are encouraged to bring literature, samples of their product and promotional materials they want to distribute. The event continues to be **open to the public** with no admission fee.

New For 2023:

The Chamber is excited to announce that we are expanding the showcase by offering workshops that will be held throughout the day beginning at 10 am and ending just prior to the start of the showcase.

Workshop topics include:

10 am – Professional Development: Featuring Pam Twigg Coaching – understand self-awareness to gain resilience as you start and grow your business.

10:50 am – Small Business Development Center & Startup Portal: Learn key business startup strategies and how crowdfunding can kick-start your idea.

11:30 am – Lunch & FSU Panel: from the newly aligned College of Business, Engineering, Computational and Mathematical Sciences (CBECMS), this *free* lunch and discussion will outline examples of how the colleges of FSU can be a benefit to your business.

1 pm – Maryland Departments of Commerce and Labor + TEDCO: Statewide programs available to help you reach your goals and grow.

3 pm – Social Media Marketing: learn about the latest trends in social media and how to use their tools to promote your products and services.

Sign up for one or all of the workshops by visiting the Chamber calendar.

Booth and sponsorship opportunities still available but limited!

Platinum Sponsor – \$1,200.00 investment includes:

- (2) tables and 4 chairs
- 4 complimentary tickets to "Chamber After Hours"
- Logo on advertising materials
- Listed and mentioned on public relations and marketing around event
- Participation in the ribbon cutting ceremony
- 2 months advertising in weekly e-news (your company logo)
- Member Profile in Chamber Newsletter (September or October)
- Virtual Showcase
- Facebook sponsored ad

Gold Sponsor – \$600.00 investment includes:

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- Listed and mentioned on PR and marketing around event
- 1 month advertising in weekly e-news (your company logo)
- Virtual Showcase
- Facebook sponsored ad

Silver Sponsor – \$300.00 investment includes:

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- Virtual Showcase

Non-Profit Sponsor – \$150.00 investment includes:

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- Virtual Showcase

Food Vendors – n/c

- (1) table and 2 chairs
- 2 complimentary tickets to "Chamber After Hours"
- 1 month advertising in weekly e-news (your company logo)
- Virtual Showcase

The Local Business Showcase is an interactive and collaborative event that offers Chamber members an excellent opportunity to spotlight their business or organization. We hope you will consider joining us for this unique networking event. For more information or to reserve booth space, please contact the Chamber at 301-722-2820, use the form included in this newsletter.

Ribbon Cutting Ceremony

The Allegany County Chamber of Commerce recently held a Ribbon Cutting Ceremony to welcome Hershey's Ice Cream to the Chamber and to the community. They are located at 735 North Centre Street, Cumberland, Maryland. They offer twenty plus flavors of Hershey's Ice Cream handdipped as well as milkshakes, sundaes, smoothies, soft serve and Italian Ice. Their hours of operation are Monday through Thursday from 11:00 am to 9:30 pm and Fridays and Saturdays from 11:00 am to 10:00 pm.

Pictured left to right:

Front Row:

Steve MacGray, *Charis Realty Group*, Chamber Membership Committee Co-Chair Dharmesh Kotak, Co-Owner Dr. Amit Shah, Co-Partner Juli McCoy, Chamber of Commerce Executive Director Khush Kotak, Owner Manali Kotak, Co-Owner Rob Collette, *Cumberland Healthcare Center*, Chamber Board of Directors Second Vice Chair



Amy Shillingburg, *Rusco Home Improvement*, Membership Committee member

Second Row:

Cheri Robosson, *ACT Personnel Service*, Chamber Membership Committee member Stu Czapski, Cumberland Economic Development Corpooration Cumberland City Councilman Eugene Frazier Cumberland City Councilman Jimmy Furstenberg Addison Furstenberg

New Members

(patronize these members and welcome them to the Chamber)

Generations Rehab Group, LLC

57 Jackson Street Lonaconing, Maryland 21539 301-268-9995 www.genrehab.com Contact: Jim Lauder, Partner E-mail: jimlauder111@yahoo.com Category: Health – Rehabilitation

Hershey's Ice Cream Cumberland

735 North Centre Street Cumberland, Maryland 21502 240-277-4897 Contact: Khush Kotak, Owner E-mail: hicCumberland@gmail.com Category: Ice Cream Description: *Twenty plus flavors of Hershey's Ice Cream hand dipped, milkshakes, sundaes, smoothies, soft serve and Italian Ice*

Mountain City Liquors

10701 New Georges Creek Road Suite # 5 Frostburg, Maryland 21532 240-277-4897 Contact: Khush Kotak, Owner E-mail: khushkotak@gmail.com Category: Liquor Store Description: Large variety of liquor, beer, and wine. One of the largest stores in the area – locally owned!

Queen City Liquors

806 North Mechanic Street Cumberland, Maryland 21502 240-277-4897 Contact: Khush Kotak, Owner E-mail: khushkotak@gmail.com Category: Liquor Store Description: Cumberland's largest liquor store with large variety of liquors, beer and wine

Tri-State Teen Challenge

11615 Bedford Road NE Cumberland, Maryland 21502 304-813-1962 www.atchmaryland.com Contact: Jonathan Gray, Executive Director E-mail: Jonathan.gray@ atchmaryland.com Category: Non-Profit



Board of Directors Seeking Nominations

Do you want to become more involved? Do you know someone who is a member of the Allegany County Chamber of Commerce and would enjoy being more involved?

The Allegany County Chamber of Commerce is actively seeking individuals interested in being a member of our Board of Directors. The Board of Directors is composed of eighteen members, one third (*six members*) of whom are elected annually to serve for three years. Board members serve on a volunteer basis.

Each candidate must be willing to meet the following criteria to be considered:

- Be an active member in good standing with the Chamber
- Serve as a member of the Board of Directors for a period of three years
- Attend all regularly scheduled board meetings (held the last Thursday of each month, an Orientation (held in December) and Strategic Planning Session (held in January)
- Serve on at least one active standing committee
- Attend Chamber events, including After Hours, Local Business Showcase, Lucky Ladies Night Out, Golf Tournament, Crab Feast, Ribbon Cuttings and Outstanding Recognition Reception
- Assist with Chamber events and fundraisers, as needed

At the September 30th Board of Directors meeting, the Nominating Committee shall present to the Chairman of the Board Patrick Buck a slate of at least six (6) nominees to serve three-year terms, to replace the Directors whose regular terms are expiring. Each candidate must be an active member in good standing and must have agreed to accept the responsibility of a directorship. Upon receipt of the Nominating Committee's report the Chamber membership will be notified as to the names of the individuals who have been nominated.

Once the slate of nominees has been released, additional names of candidates for directors can still be nominated by petition bearing the genuine signature of at least five (5) qualified members of the Chamber.

If you would like more information on the Allegany County Chamber of Commerce Board of Directors or the nomination and election process, please contact the Chamber office at 301-722-2820. The nominees will appear on the ballot to be voted on during the December 7th Annual Meeting.

Apply Today!!



Juli R. McCoy, Executive Director

Allegany County Chamber of Commerce 2023 Officers

Chairman: Patrick W. Buck First Vice Chairwoman: Parika M. Andreassen Second Vice Chairman: Robert W. Collette, Jr. Immediate Past Chairman: Robert A. Godfrey

Bell Tower Building, 24 Frederick Street, Cumberland, MD 21502 • 301-722-2820 • 301-722-5995 Fax • e-mail: info@alleganycountychamber.com