

The

BELL TOWER



VOL 43.11 - NOVEMBER 2024

MONTHLY NEWSLETTER



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The
CHAMBER

ALLEGANY COUNTY, MD

FROM THE PRESIDENT & CEO



We had a great time at Local Business Showcase in October and thanks to our Event Sponsor **Chessie Federal Credit Union**, our Platinum Sponsors **Somerset Trust Company**, **UPMC Western MD**, and **UScellular** as well as all of the Gold, Silver, Food, and Nonprofit sponsors, the evening was a success. I also owe a great deal of gratitude to our workshop partners who put on some fantastic programming - one participant told me "I wish more people would attend - they have no idea what they're missing!" I am so glad that such valuable information was shared and that we are able to offer the free workshops as part of the day.

We are looking forward to celebrating our honorees at the Recognition Reception on Thursday, November 7 at the Hotel Gunter. We've got a lot coming up from our next **Chamber After Hours** at The Salvation Army on November 20, to our **Annual Meeting** on December 5 with special guest **Carl Anderton, Director of Rural Economic Strategy for the Department of Commerce, Pre-Legislative Breakfast** on December 6, and the **Holiday Reception** on December 12. In between all of that the **Elf on the Shelf** promotion will kick off with the social media campaign set to follow the adventures of **Frederick & Belle** all over Allegany County.

You can see we're very busy planning lots of networking and advertising opportunities for you and your business and I want to say thank you for your ongoing support of the Chamber. We so enjoy serving as The Voice for Business!

Local Business Showcase October 16, 2024



»»» Holiday Reception Sponsors Needed

The event will be held on Thursday, December 12th from 4:00 pm to 7:00 pm at the Allegany Museum.

The reception is always well attended and provides a great opportunity to gain exposure for your business. There will be food, drink, and unlimited networking!

Sponsorships are \$500 and are **limited to just 7 more**. Please contact the Chamber office if you have an interest or would like more information.
301-722-2820

KEEP IN MIND...

Time is your most valuable asset. Use it wisely, prioritize effectively, and focus on what truly matters.



2023 Sponsors



»»» New Members

Labcorp
 703 Park Street
 Cumberland, MD 21502
 Contact: Shelby Neri
 neris@labcorp.com

Western MD Scenic Railroad
 P.O. Box 1168
 Cumberland, MD 21502
 Contact: Nikki Shields
 nshields@wmsr.com

Dimensions Wellness
 15700 McMullen Hwy SW
 Cumberland, MD 21502
 Contact: Shellie Ujcic
 shellieujcic@gmail.com



»»» Upcoming Events & Meetings

NOVEMBER

| SUN | MON | TUE | WED | THU | FRI | SAT |
|-----|---|---|----------------------------------|--|----------------------|-----|
| 27 | 28 | 29 | 30 | 31 | 1 | 2 |
| 3 | 4 Golf Committee | 5 ELECTION DAY VOTE | 6 Membership Committee 9AM | 7 | 8 | 9 |
| 10 | 11 THANK YOU VETERANS NOVEMBER 11, 2024 | 12 Leadership Alignment Strategy Committee 9 AM | 13 | 14 Chamber & Western Piedmont Chamber | 15 101 | 16 |
| 17 | 18 | 19 Leadership Alignment Strategy Committee 9 AM | 20 | 21 Board of Directors 12PM | 22 101 | 23 |
| 24 | 25 | 26 SMALL BUSINESS ROUNDTABLE | 27 | 28 Thanksgiving | 29 Chamber Closed | 30 |

2024

CANDIDATES FOR THE BOARD OF DIRECTORS

AUTUMN BECKER

Autumn Becker is the Director of the Western Maryland IT Center of Excellence at Allegany College of Maryland, which links regional Information Technology industry leaders with economic development leaders to encourage business retention, expansion, and the attraction of new business within the IT sector in rural Western Maryland. With the support of the competitive grant initiative Employment Advancement Right Now (EARN) Maryland, a skills-training and economic-development initiative of the Maryland Department of Labor, the IT Center's main focus is to prepare a strong workforce through multiple innovative pathways. The 24-member partnership representing IT business, education, government, and economic development creates and delivers a workforce training program responsive to industry workforce needs and includes internship delivery. To date, the partnership has been awarded nearly \$1.9 million in funding to support their workforce training plan and has funded approximately 900 seats of training since 2014. The Western Maryland IT Center of Excellence was presented with the 2019 Innovation Award presented by the Community Colleges of Appalachia. Autumn presented at the Community College of Appalachia's 2019 Conference, "Community Colleges: Catalysts for Entrepreneurship, Economic Development, and Empowerment."

Autumn is passionate about youth STEM education and serves as a Board Member for REACT (Robotics & Engineering in Allegany County-Together). She is active in the Allegany County Chamber of Commerce and serves as the Chair of the Education Committee as well as the Chair of the Leadership Allegany Rising program. Additionally, Autumn has served on MEDA's Young Leaders committee for the past several years. Autumn is a graduate of the Allegany County Chamber of Commerce's Leadership Allegany Program and holds a Master's degree in Education and a Bachelor's in Communication from Frostburg State University.

BRANDON HILLEGAS

For the past 8 years I have been a Vice President and Business Banking Relationship Manager with M&T Bank based in Cumberland. My current role allows me the opportunity to work with business owners during all stages of the business life cycle from startups to growth and expansion to mergers and acquisitions. Prior to joining M&T Bank I spent 10 years working in the Property and Casualty Insurance industry for two large national insurance carriers: Progressive Insurance and Farmers Insurance, in Agency Territory and Market Leadership roles across Pennsylvania and Maryland. Outside of my role with M&T Bank I am active in several different community organizations. Most recently with the Allegany County Chamber of Commerce I have been part of the Membership Committee and Chairperson for the Chamber Nominating Committee the past two years. I have also been on the board for the Somerset County Economic Development Council, Advisory Committee for County United Way, and volunteered with Garrett Co. Habitat for Humanity and the Cumberland Food Bank.

My wife and I have 2 children both entering their teenage years and I enjoy helping in their various school functions including coaching my daughter's softball team and assisting where needed at school. I also help manage and operate our family business, Hillegas Sugar Camp, we are producers of Pennsylvania Maple Syrup and maple products in Fairhope, PA. The business was started by my brother and I over 30 years ago and has grown over the years from selling maple syrup to our neighbors and friends to now shipping our products all over the United States.

MARISA MILLER

Marisa Bowen Miller is a dynamic leader in talent acquisition, currently serving as the Senior Talent Acquisition Recruiter and Community Engagement Liaison at Beitzel Corporation and Pillar Innovations. With a reputation for her strategic vision and people-first approach, Marisa leads the recruitment efforts for both Pillar Innovations and Beitzel Corporate Services, playing a key role in shaping the workforce and fostering strong community ties. A driving force behind the company's apprenticeship program, Marisa's impact has been transformative. In 2023, she took over as the Director of Apprenticeships, successfully expanding the program's reach within just six months. Her efforts not only grew the program, but she also secured significant grants, which allowed Beitzel to run an onsite apprenticeship—setting a new standard for workforce development. Before joining Beitzel and Pillar Innovations, Marisa excelled in diverse roles in Sales, Marketing, Event Management, and Talent Acquisition across Baltimore, Washington, D.C., and Cumberland. Her ability to navigate various industries and build relationships has been pivotal in her career success.

Marisa holds a bachelor's degree in mass communications with a focus on Marketing and Advertising from Frostburg State University, a master's in teaching from the same institution, and completed an Event Management Program at George Washington University.

Raised in Cumberland, Marisa has deep roots in the community. She attended Allegany High School and now resides in LaVale, where she is raising her two daughters, Evie (12) and Harbor (10), along with her bonus son Caleb (18), who is currently attending Hagerstown Community College.

CANDIDATES FOR THE BOARD OF DIRECTORS

SCOTT PERRIN

Husband and father to an active daughter, age 11. Currently employed as the Director of Finance at UPMC Western Maryland, have been here for the last 9.5 years. Before coming to UPMC Western Maryland was the Chief Financial Officer at Mountain Laurel Medical Center in Oakland, MD from June 2011 – February 2015. Was a member of the Board of Directors and Finance Committee at Friends Aware, Inc. from November 2009 – January 2011. 2009 graduate of Leadership Allegany, Bachelor of Science from Frostburg State University in Accounting and Business-Finance (2004) and Master of Business Administration from Frostburg State University (2018).

JAMES SULIMA

James Sulima's journey from his hometown in Pittston, PA, to his diverse professional experiences at renowned establishments like Mohegan Sun Pocono, Las Vegas Palms, and more, showcases a career marked by versatility and growth. His educational background at King's College serves as a strong foundation for his success in the gaming industry. James currently thrives at Rocky Gap Casino Resort as the Director of Player Development. Beyond his professional endeavors, Jim's dedication to his physical well-being, his loyal companion Bruno – a 10-year old Yorkie – and his close relationships with friends and family highlight the multifaceted nature of his life.

JULIE WESTENDORFF

Westendorff serves as Executive Director of the Allegany Arts Council, and began with the organization in January 2018. She and her husband relocated to Allegany County after living and working in the Washington, D.C. area for more than 15 years. Her career includes more than 15 years of corporate event planning, managing logistics for several high-profile lawmakers, and managing operations for several non-profit organizations. Westendorff is active in the community and serves on the Boards of the Western Maryland Health System Auxiliary and Allegany County Chamber of Commerce.

Notice of Annual Meeting of the Allegany County Chamber of Commerce

Thursday, December 5, 2024

Cumberland Country Club

Noon

\$25.00 per person

The Board of Directors has approved the Nominating Committee's recommendation of the following candidates to serve a three-year term on the Board of Directors:

Autumn Becker, Allegany College of Maryland

Brandon Hillegas, M & T Bank

Marisa Miller, Beitzel Corporation/Pillar Innovations

Scott Perrin, UPMC Western Maryland

James Sulima, Rocky Gap Casino Resort

Julie Westendorff, Allegany Arts Council

The Allegany County Chamber of Commerce bylaws indicate that "additional names of candidates for directors can be nominated by petition bearing the genuine signature of at least five qualified members of the Chamber. Such petition shall be filed with the Nominating Committee after notice has been given of the names of those nominated. The determination of the Nominating Committee as to the legality of the petition(s) shall be final."

The deadline for submitting write-in candidates is Monday, November 27.

Elections will be held at the beginning of the luncheon.

IMPORTANT!

Your vote is important to the candidates. For your company to cast its full share of votes, the correct names of your designated representatives must be on file at the Chamber office. If you are in doubt about who your voting representatives are, please contact the Chamber office - 301-722-2820.

The Allegany County Chamber of Commerce

Presents

Chamber After Hours

Hosted by:



RSVP
by
11/14

THE SALVATION ARMY
CUMBERLAND, MD

WEDNESDAY, NOVEMBER 20TH

5:30-7:30PM

701 E. First Street, Cumberland, MD 21502

Join us for refreshments and fun!

Take a tour of our facility, play some games, and learn about what we do!



\$5 Registration Fee

Must be pre-registered & present to win



Allegany County Chamber of Commerce
24 Frederick Street, Cumberland, MD 21502
P: 301-722-2820 | F: 301-722-5995
andrea@alleganycountychamber.com
www.alleganycountychamber.com



Alumni Spotlight

As a pillar program of the Chamber, we are proud to spotlight alumni of Leadership Allegany quarterly in the Chamber newsletter. Featured alumni are asked a series of questions about how the program impacted their personal and professional life.



Elizabeth Stahlman
Class of 2010

This quarter, we feature Elizabeth Stahlman from the Class of 2010.

What is your current role?

City Administrator for the City of Frostburg

What is your favorite memory from your Leadership Allegany experience? Meeting three young women who are some of my closest friends 15 years later.

How did Leadership Allegany impact you professionally or personally? During the course of the Leadership Allegany year, I found myself spurred to pursue a higher degree to increase my career opportunities. I enrolled in the MBA program at FSU the following fall, and having that degree was instrumental in the pathway to the career I have now.

What do you want people to know about the program? Not only is the program an excellent way to learn about your community and build relationships, but the various topic days provide insight into opportunities and challenges Allegany County faces- and how you can be involved in effecting change on an issue or cause that is important to you.

Tell us something about yourself that others may be surprised to know about you. I live on a farm- and love old (late 40s -50s) Ferguson tractors. My late husband and I bought my son a Ferguson TO-30 for his 3rd birthday because he loves "little gray Fergies" too. My daughter inherited her great-grandfather's International Super C tractor. We enjoy going to antique tractor shows and tractor pulls.

ANNUAL MEMBERSHIP MEETING

Cumberland
Country Club

\$25/person

5
Dec
2024

12PM



BOARD OF DIRECTOR CANDIDATES:

Brandon Hillegas, M & T Bank
Julie Westendorff, Allegany Arts Council
Autumn Becker, Allegany College of MD
Marisa Miller, Pillar Innovations
James Sulima, Rocky Gap Casino Resort
Scott Perrin, UPMC Western Maryland

SPEAKER:

Carl Anderton, Jr.



Director,
Rural Economic Strategy
Department of Commerce

24 Frederick Street
Cumberland, MD 21502
301-722-2820
R.S.V.P Online





presents

Pre-Legislative Breakfast

Sponsored by



**FRIDAY, DECEMBER 6, 2024
9:00 AM
ROCKY GAP CASINO RESORT
\$25 PER PERSON**

**A PREVIEW OF THE
2024 LEGISLATIVE SESSION**

Featuring

SENATOR MIKE MCKAY

Delegates

**TERRY BAKER
JASON BUCKEL
JIM HINEBAUGH**



ONLINE PRE-REGISTRATION REQUIRED



**TO SUBMIT QUESTIONS OR TOPICS OF DISCUSSION
EMAIL: INFO@ALLEGANYCOUNTYCHAMBER.COM**



Holiday Reception

FOR OUR MEMBERS & GUESTS

Come Join the Holiday Cheer!

THURSDAY, DECEMBER 12, 2024

4:00 TO 7:00PM

ALLEGANY MUSEUM
3 PERSHING STREET

COMPLIMENTARY
HORS D'OEUVRES & REFRESHMENTS



PHOTOS
WITH SANTA
AND THEMED
BACKDROPS!



GET READY
FOR FUN &
GAMES!



featuring

Giuseppe's



Winter Holiday on the Streets of Tijuana

MUST BE 21 YEARS OF AGE TO ATTEND

BE SURE TO
WEAR YOUR
UGLIEST
SWEATER!

RSVP ONLINE AT WWW.ALLEGANYCOUNTYCHAMBER.COM





Small Business Direct Install

Bring energy savings to your business with an on-site assessment, upgrades and incentives.

Potomac Edison's Small Business Direct Install Program provides energy-saving improvements for non-residential buildings with average annual **demand of 100 kW or under**. This includes commercial businesses, industrial, government, institutional and nonprofits. From HVAC tune-ups and refrigeration upgrades to LED lighting and efficient cooling, the team is here to help you save.

Sample Upgrades Include:

- HVAC controls to optimize rooftop units and air handlers
- Variable frequency drives (VFDs) for fans and pumps up to 40 hp
- Refrigeration controls for evaporator fans and door heaters
- LED lighting and controls
- Dual enthalpy economizers for HVAC
- Other program-eligible improvements

Benefits to Your Business

The program offers incentives that can cover **up to 75%** of installed eligible equipment upgrades and an **assessment at no additional cost**.



5,000 kWh
average savings



15,000 kWh
average savings



17,000 kWh
average savings

Customer Eligibility

- The Small Business Direct Install Program is available for non-residential customers with average annual demand of 100 kW or under.
- If you are Small Business customer, upgrading more than one measure, you may qualify for our Building Tune-up Program.
- Project types can include commercial, institutional, industrial, religious and multifamily common areas.
- Requires that improvements be installed by our Closed Network Providers.
- Closed Network Providers include KW Efficiency, HBS Solutions, Inc., National Resource Management, Willdan Lighting & Electric and Aircon Engineering, Inc.

Business Types



Offices



Schools and Higher Education



Police and Fire Stations



Grocery and Convenience



Liquor Stores



Hotels



Churches



Small Retail



Multifamily Common Areas



Warehouse and Industrial



Auto Repair



Health Care

More Ways to Save

See additional offerings and energy-saving resources at energysaveMD-bizsolutions.com

- Energy Solutions for Business
- Commercial New Construction
- Building Tune-up and Retro-commissioning
- Energy Advisor Support
- Instant Discounts for Lighting and HVAC
- Building Operator Training

Let's Talk

Contact us with any questions and get started with the Small Business Direct Install Program.



855-801-5803



energysaveMD@clearresult.com



energysaveMD-bizsolutions.com

EmPOWER Maryland programs are funded by a charge on your electric bill. EmPOWER programs can help you reduce your electricity consumption and save you money. Go to energysaveMD.com to learn more about EmPOWER and how you can participate.

By participating in these energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights which refers to the demand reduction associated with any energy efficiency and peak demand reduction measure for which incentives were provided by the Company. Your utility will aggregate these energy efficiency demand reduction attributes into the PJM capacity market with proceeds being used to offset the program costs.