



# ROCKVILLE

## CHAMBER OF COMMERCE

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Focused On Rockville  
& Its Community

### 2021 Information Packet

#### About the Chamber

*The Rockville Chamber of Commerce is the voice of the business community in Rockville.*

#### **Our Vision statement says it all very simply:**

*Focused on Rockville and its Community.*

#### **Similarly, our Mission statement reflects the same powerful message:**

*To foster an environment for businesses to succeed  
through our leadership, advocacy and community partnerships.*

## Board of Directors & Chamber Staff

### **OFFICERS**

Babita Singh, Chairperson – WesBanco

Dr. Kimberly Kelley, Vice Chairperson – Montgomery College

Samreen Sadiq, Treasurer – Taksey, Neff and Associates, LLC

Laura Nash, Secretary – Edward Jones

Ed Harrington, Immediate Past Chairperson – John Marshall Bank

### **DIRECTORS**

Brian Barkley, Public Policy Committee – Barkley and Kennedy Chartered

Marylou Berg – City of Rockville (ex officio)

Robert Blanken – Blanken Photography

Becky Briggs – Our Gift Biz

Brooke Bruch, Membership Committee – Contemporaries, Inc.

Asif Choudhury – Bahar Consulting

Pam Clark, Marketing Committee – Clark Concepts

Andy Detweiller – The Rockville Real Estate Exchange

Larry Finkelberg – Apex Home Loans

Dan Corwin – Federal Realty Investment Trust

Dan Helhowski – Beltway Merchant Services

Eric Jodts – Westat

Leslie Keenan – Intelligent Office

Lane Hornfeck – Shulman Rogers

Connie Pawloski – ComForCare Senior Services

Leon Seemann, Governance and Nominating – Adventure Theatre MTC

Shevy Shafie – Marstudio

Cindy Stewart Rivarde – Rockville Economic Development Inc (REDI) (ex-officio)

Cliff Veirs – C. Clifton Veirs Agency

Tami Watkins – PEPCO

### **MEET YOUR CHAMBER TEAM:**

Marji Graf, President & CEO | [marji@rockvillechamber.org](mailto:marji@rockvillechamber.org)

Dawn Quicksell Hipsley, Administrative Assistant | [dawn@rockvillechamber.org](mailto:dawn@rockvillechamber.org)

Heather Mahoney, Rockville Rewards Program Manager | [heather@rockvillechamber.org](mailto:heather@rockvillechamber.org)

## Getting Started

### Welcome!

When you join the Rockville Chamber you will be assigned an ambassador from our membership committee. This person will reach out to schedule a meeting and officially welcome you to the Chamber. Your picture will be taken and posted to our social media announcing you as a new member. The ambassador will get to know you better and work on supporting you in making beneficial connections within the chamber.

### Member Website

Upon joining the chamber, you will be sent login credentials for the Member Information Center. This site can be accessed by logging in on the top right-hand corner of the Chamber's homepage at [www.rockvillechamber.org](http://www.rockvillechamber.org).

Access to the Member Information Center allows you to fill out your business directory listing, post events, peruse other members' promotions, business info, news and events. Additionally, you can sign up for our Chamber featured events through the MIC.

### Newsletter

On the first Monday of every month the Chamber sends out a newsletter highlighting our upcoming events and new members.

# Return on Investment

## Advocacy and Leadership

- Chamber representation before City and County elected officials and staff on legislative and executive branch issues affecting Chamber member interests.
- Opportunity to serve on the Chamber Board of Directors to impact upon and lead the Chamber's growth and participation in Rockville area business preservation, opportunity and expansion objectives.

## Business Exposure and Marketing

- Business listing in our on-line and printed membership directory.
- Assistance with ribbon cuttings and grand openings
- Opportunity to host networking events at your location, join the Rockville Rewards program, and be featured in our new member newsletter that reaches over 3,000 opt ins.
- Post company news and events on our website
- Increase your reach on social media by tagging us. Use the following tags and we will help get the word out:
  - **Facebook** @RockvilleChamber
  - **Twitter** @chamberrock
  - **Instagram** @rockvillechamberofcommerce
  - **LinkedIn** @rockville-chamber-of-commerce

## Events and Relationship Builders

- ***Good Morning Rockville***: Quarterly speaker series covering topics such as the State of the City, the real estate market, cybersecurity, improving your HR functions and many more relevant business topics.
- ***Let's Do Lunch***: Lunch at a member restaurant where you get to know the people sitting around you in a slightly more intimate setting.
- ***Mix and Mingle***: Monthly networking happy hours, which typically bring in over 70 business professionals.

## Inclusion in the Maryland Federation of the Maryland Chamber of Commerce

- All Rockville Chamber members with fewer than 10 FTE's in the State of Maryland are automatically members of the Maryland Federation of the Maryland Chamber of Commerce.
- As a member of the Maryland Federation the voice of small businesses will be heard at the state level through Calls to Action, and inclusion in statewide initiatives, surveys and coalitions. You can also receive reduced member pricing to MD Chamber signature events and UPS discounts.

## Mastermind Groups

- **Non-Profit Mastermind:** Tackles issues that impact the nonprofit community and how best to do business in today's market. Meets the 1st Thursday, 8:00- 9:30am
- **CEO Roundtable:** A roundtable group of CEO's of businesses, with revenues of at least \$1million and 5 employees, who meet to discuss best practices and other issues facing their companies or industries (that they cannot discuss elsewhere). Meets the 4th Tuesday, 5:00 - 6:30pm
- **Senior Healthcare Marketing:** Tackles issues impacting the senior/healthcare community and how best to do business in today's market. Meets the 2nd Thursday, 9:30-10:30am
- **Women's Business Mastermind:** An opportunity to learn from one another about issues that might be facing women in business. Meets the 3rd Thursday, 8:30- 9:30am
- **Business Owners Mastermind:** A group designed to support business owners who navigate through the challenges of entrepreneurship by taking advantage of and sharing our collective experiences, stories, and the spirit to always play at 110%. Meets the 1st Monday, 8:30-9:30am
- **B2B Group:** A group meeting to help each other develop and grow our businesses through quality referrals and sharing pertinent information. Meets the 2nd and 4th Tuesday of every month, 9:00-10:00am.
- **Young Professionals:** Facilitating business connections and professional development from the perspective of professionals under the age of 40.
- **Real Estate:** Aimed at real estate agents and brokers, particularly those who operate in an independent or boutique fashion. In a rapidly changing industry, our goal is to collaborate and share best business practices with regards to real estate technology, digital marketing, business and similar topics.

*Check our Featured Events calendar on our website or in the MIC for times, dates, locations and POC's for each of the groups.*

## Committees

- **Public Policy:** The Public Policy Committee monitors and advises the Chamber on legislative and regulatory issues on the City, County and State levels and promotes the interests of our membership.
- **Membership:** Helps to welcome and mentor new members in order to help them get the most out of the Chamber. The committee also serves as ambassadors of the Chamber within the Rockville business scene.
- **Marketing Committee:** The Marketing Committee works to develop effective marketing initiatives including social media, web, newsletter, events and branding.

*Check our Featured Events calendar on our website or in the MIC for times, dates, locations and POC's for each of the committees.*

## Rockville Rewards

With no cost to participate, this program markets your business to local customers while also giving back to the community by providing a funding stream to local non- profits. The concept is simple: Nonprofits sell the Rockville Rewards “buy local” savings card to consumers, and cards are shown at partner businesses for specific savings.

As a business partner, you choose the discount, and we provide all marketing materials & promote you all year long. No fee to participate, it’s open to businesses with a Rockville address or who are Rockville Chamber of Commerce members.

## Ribbon Cuttings

Celebrate your new business location or expansion with a ribbon cutting celebration. The Chamber will help with organization, invitations to elected officials and event management – all as part of your membership dues.

## Certificates of Origin

We provide free certificates of Origins for chamber members.

## Cost Savings Programs

- **Staples Business Advantage:** As a member of the Rockville Chamber, you can save money on the office supplies that you use everyday by enrolling in the Staples Business Advantage.
- **Constant Contact Savings:** The Rockville Chamber has partnered with Constant Contact in order to save you money on your email marketing needs. As an active Chamber member you can save up to 25% when you sign up with Constant Contact. This deal also applies to those that are existing Constant Contact customers.
- **Chamber Energy Purchasing Cooperative:** The Rockville Chamber has partnered with CQI Associates, who is administering and managing an energy purchasing cooperative designed to save on business **and** residential energy costs.
- **Vision and Dental Insurance:** The Rockville Chamber of Commerce offers an exclusive program through our chamber member Bob Silverman. The Chamber will be offering two exclusive programs through Beam Dental via the DenteMax network and VSP Vision Care. Both plans have programs and pricing exclusive to Rockville Chamber members. Four different dental plan offerings (with or without ortho) which can be incorporated with one vision plan.
- **Merchant Servicing Discounts:** Beltway Merchant Services offers all Chamber members \$0 set-up fees, \$15/month discount for E-commerce accounts, as well as complimentary hardware (up to a \$400 value).
- **Discounted Telehealth Healthcare Access:** Engage Telehealth Advisory group provides chamber members unlimited telehealth healthcare access for just \$15/month or \$125/year.
- **Clever RX:** Helps you save money by using a prescription drug savings card. Can help save you up to 80% off prescriptions drugs and often beats the average copay.