

ANNUAL REPORT

The central graphic of the cover is a large, stylized number '2021' in white. The '20' is contained within a yellow semi-circle, and the '21' is contained within a yellow circle. The background of the '20' is a photograph of a group of people seated at a round table in a restaurant or event space. The background of the '21' is a photograph of a group of people seated at a long table in a similar setting, with a backdrop featuring the Howard County Chamber logo. The entire design is set against a teal background.

20
21

HOWARDCHAMBER.COM

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Dear Fellow Chamber Members and Friends,

As we reflect upon the previous year, we cannot help but be excited about the progress the Howard County Chamber (Chamber) made considering the continued impact of the COVID-19 pandemic. The previous year was full of constant adjustments. The organization opened the year with virtual programming, moved to in person by late spring, summer, only to return with a combination of virtual and in person. Despite the pressure of moving events and changing formats, the Chamber still ended the year in tremendous financial position brought about by continued sponsorship support, local grants, and federal programs.

The past two years have challenged us in ways one cannot imagine and while we can all point to challenging moments, I am particularly pleased with the creativity that has been sparked because of the pandemic. Like a pearl that has developed and become valuable due to pressures brought about the sea, the same can be said of the Chamber. During the previous year, we learned how to hold programs in person and virtually where members could participate based upon their personal levels of comfort and at home responsibilities. As a result, we saw event attendees join us locally and from as far away as Houston, TX. We also heard from speakers such as Morgan Stanley's Carla Harris who, without virtual platforms, we would have not been able to secure.

We also learned to take better advantage of our community assets as we held our Cyber Conference at Merriweather Post Pavilion and the YP Summit at the Chrysalis at Symphony Woods. So that might support our member restaurants, we went full steam ahead in hosting Coffee Tailgates where members and friends were able to network often under a tent in the parking lot of some of our favorite restaurants. Again, members were afforded the opportunity to meet in person but amid fresh air.

While we became adept at hybrid events and outside settings, the highlight of the year was the Chamber's annual Signature Event which took place in its traditional setting at Turf Valley. We recognized several community leaders and organizations all the while dressed in 1920's attire with a Model T to boot.

Not to be a year solely focused on events, the Chamber still held true to organizational roots as we hosted our elected officials for forums in person and online. Despite its modified format, we continued to submit testimony on behalf of employers during the General Assembly session. We also continued to meet with our County Council members on policy matters of interest to employers. The methods of delivery may have been different but the motive and purpose remained the same throughout 2021 and that was to provide quality service coupled with impactful and relevant programming.

The pandemic is slowly getting behind us but throughout this ordeal, we have learned to roll with the punches. Regardless of what comes our way, we will adjust, adapt, and move forward. We sincerely thank you for your continued support and look forward to serving you in the years to come.

Sincerely,



Linda Ostovitz
Chair, Howard County Chamber Board of Directors



Leonardo McClarty, CCE
President/CEO, Howard County Chamber

MISSION OF THE CHAMBER

The mission of the Howard County Chamber is to accelerate business growth through connections, advocacy, and professional development. The Chamber's mission is fulfilled through the various event, program, and forum offerings as members expand their networks and provide additional training and development for their employees. The Chamber also serves as a mouthpiece for businesses on select policy matters and conduit to policymakers.



PEOPLE

The Chamber is all about people and relationships. From programs dedicated to those in the early stages of their careers to private gatherings for seasoned leaders, the Chamber has offerings for everyone. This is exhibited in the number of events and programs offered, combined with the thousands of individuals that attend. The Chamber hosts roughly 60 events in a typical year, including a Women's Leadership Conference, Cyber Conference, Young Professionals' Network Summit, Legislative Series Breakfasts, the State of Business Address with County Executive Calvin Ball, Elected Officials Meet & Greet, Economic Forecast Breakfast, Golf Classic, Signature Event & Awards Gala, and more. These events allow people to remain abreast of the latest operational best practices, industry trends, and tools for career advancement.

The Chamber also exemplifies our commitment to personal development and professional growth by giving recognition to companies and individuals for their tireless support of the Howard County community. Businesses join the Chamber for exposure, and we take great pride in assisting them and recognizing their efforts as pillars of this growing and diverse community. In 2021, the Chamber was fortunate to recognize the following individuals for their admirable work.

EXEMPLAR AWARD



DR. KATHLEEN HETHERINGTON
HOWARD COMMUNITY COLLEGE

BUSINESS PERSON OF THE YEAR



ZACK SHARIFF
ALLEN & SHARIFF CORPORATION

ENTREPRENEURS OF THE YEAR



DAN & DONNA WECKER
ELKRIDGE FURNACE INN

AMBASSADOR OF THE YEAR



ANGELA BALSAMO
COFFEE NEWS MARYLAND

YOUNG PROFESSIONAL OF THE YEAR



NICK BARRICK
KCI TECHNOLOGIES, INC.

GOVCON ADVOCATE OF THE YEAR



GINA ABATE
EDWARDS PERFORMANCE SOLUTIONS

POLICY

Public policy and advocacy have always been hallmarks of the Chamber. Further, the Chamber has always taken great pride in maintaining relationships with elected officials and appointed staff at the local, state, and federal levels. These relationships afford members the opportunity to inquire of their elected officials directly. While the economy was showing signs of recovery from the COVID-19 pandemic, the Chamber did not rest on its laurels as it hosted virtual forums with Senators Ben Cardin and Chris Van Hollen, along with Congressman Dutch Ruppersberger.

The Chamber also plays an active role in local and state policy affairs. On the local scene, the Chamber testified or wrote letters of support in favor of legislation related to affordable housing and Ellicott City. Ever being the voice of policy that places business at a disadvantage, the Chamber testified in opposition to legislation that pertained to taxes, labor, and building codes. The Chamber was equally as busy in Annapolis, testifying in matters related to access to capital, COVID-19 relief, taxation, education and workforce development, labor, and employment. Whether testifying in support or opposition, or hosting public forums, the Chamber is a businessperson's most trusted ally when it comes to advocating for employers and job creation.

PROSPERITY

Howard County thrives and is envied by many – both inside and outside of Maryland. The Chamber works day in and day out to ensure it remains that way, as we understand that success is a team sport. The Chamber continues to work with the Howard County Economic Development Authority, Visit Howard County, Columbia Association, the Mall in Columbia, the County Executive's Office, and numerous business groups to bolster the community whenever and wherever possible. In this capacity, we supported the annual Howard County Restaurant Weeks where citizens are encouraged to patronize local eateries.

The Chamber also saw to it that employers that support local nonprofits and this community are highlighted for contributions.

LARGE BUSINESS OF THE YEAR



M&T BANK

SMALL BUSINESS OF THE YEAR



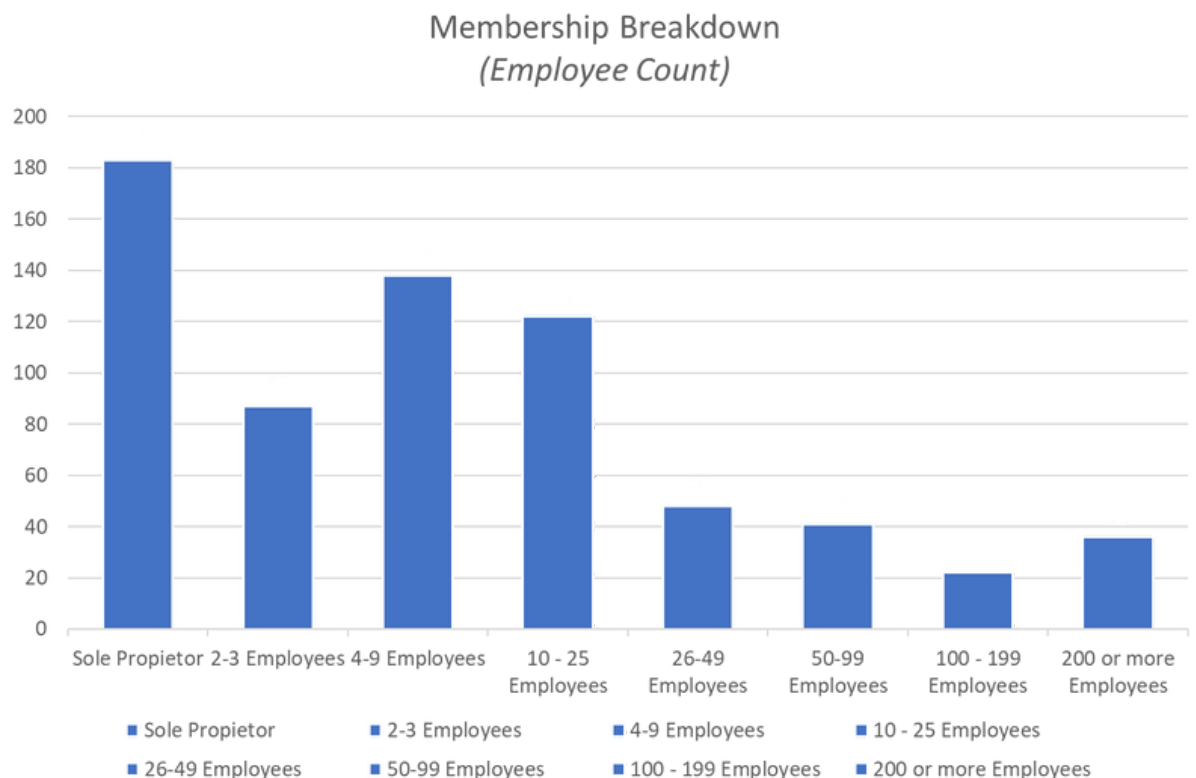
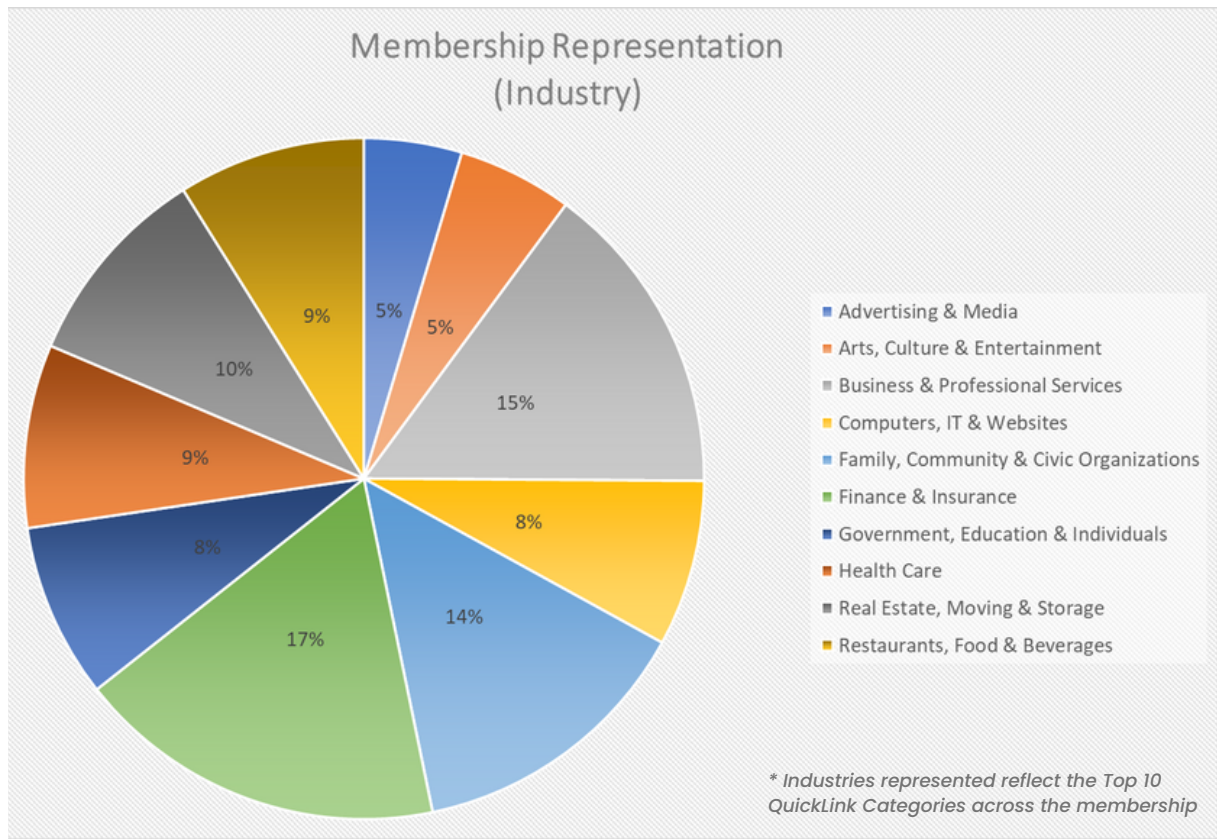
THE VERTICAL CONNECTION

COMMUNITY IMPACT AWARD



FEED HOWARD COUNTY

683 TOTAL MEMBERS



75 CHAMBER SPONSORED EVENTS

7 FEATURED EVENTS:

STATE OF BUSINESS	145	ATTENDED
GOLF CLASSIC	133	ATTENDED
ANNUAL MEETING	66	ATTENDED
WOMEN'S LEADERSHIP CONFERENCE	189	ATTENDED
CYBER CONFERENCE	190	ATTENDED
SIGNATURE EVENT	231	ATTENDED
ECONOMIC FORECAST BREAKFAST	160	ATTENDED

4 LEGISLATIVE AFFAIRS EVENTS

3 EXECUTIVE SPEAKER SERIES

20 GOVCONNECTS EVENTS

(BIZBREAKFASTS, C-SUITE DINNERS, SCALE UP, CYBER SERIES)

10 YPN EVENTS

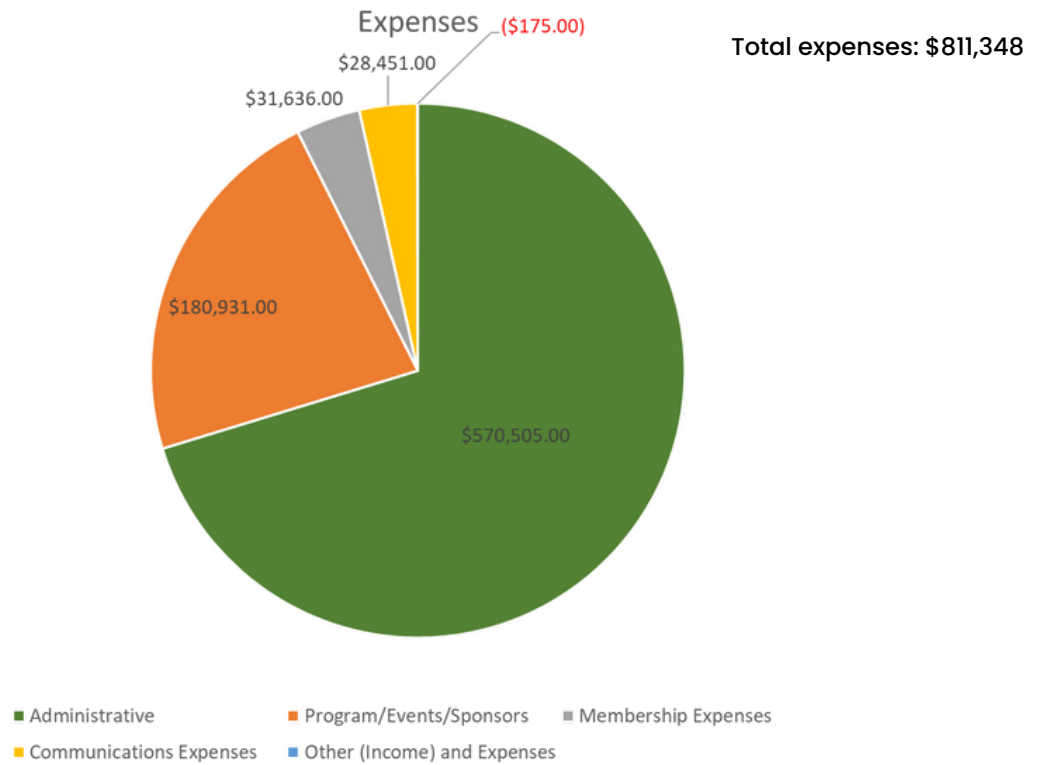
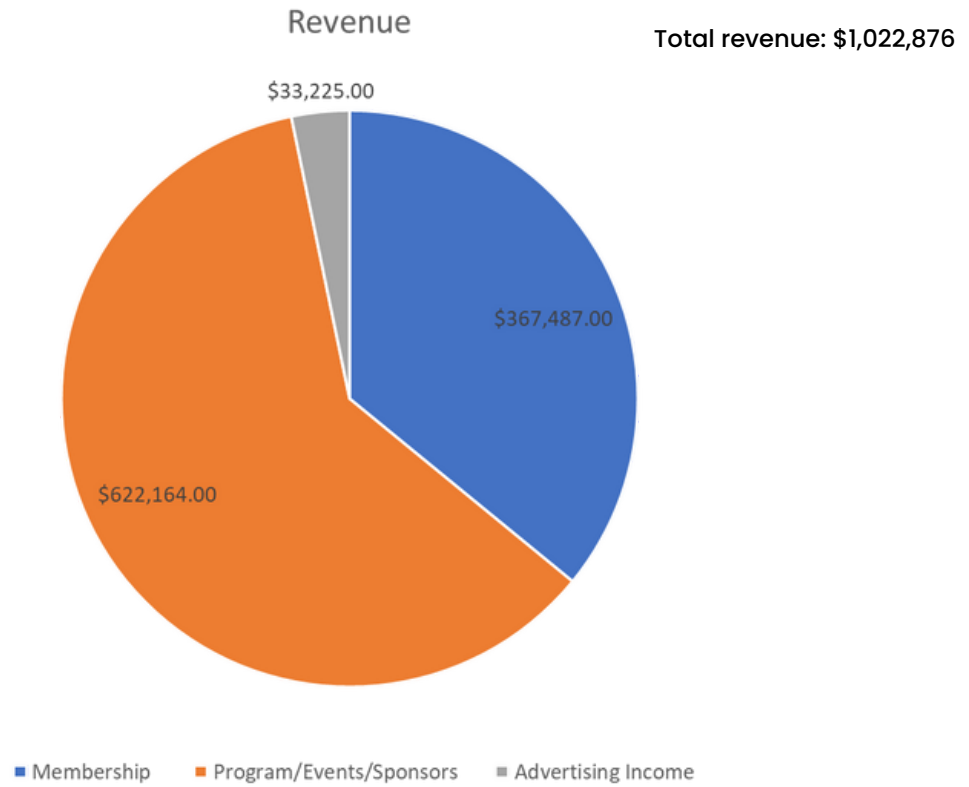
(SUMMIT, CELERATE, MIXERS)

31 OTHER EVENTS

(BUSINESS AFTER BUSINESS, ASK THE EXPERTS, COFFEE WITH THE PRESIDENT, COFFEE/LUNCH TAILGATES, MEMBER ORIENTATIONS, VIRTUAL WEBINARS)



REVENUE: SOURCE & USE



CHAMBER STAFF



LEONARDO MCCLARTY
PRESIDENT/CEO



LYNN SONG
DIRECTOR OF OPERATIONS
& STRATEGIC INITIATIVES



LORI KLEPPIN
DIRECTOR OF MEMBERSHIP
& EXTERNAL AFFAIRS



TAYLER TARLTON
SENIOR EVENTS MANAGER



MEAGHAN MCCLURE
COMMUNICATIONS MANAGER



ELIZABETH MARINELLI
MEMBERSHIP ASSISTANT

2021 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



LEONARDO MCCLARTY, PRESIDENT/CEO
HOWARD COUNTY CHAMBER
CHARLES PHILLIPS, CHAIR
KCI TECHNOLOGIES
DAVID ANDERSON, IMMEDIATE PAST CHAIR
ANDERSON TRUENORTH GROUP
LINDA OSTOVITZ, CHAIR ELECT
OFFIT KURMAN
KELLY MITCHELL, SECRETARY
IMPACTHR LLC
ANDRA CAIN, MEMBER AT LARGE
CAIN CONTRACTING
BARBARA NICKLAS, MEMBER AT LARGE
THE MALL IN COLUMBIA
RYAN BROWN, MEMBER AT LARGE
HOWARD COUNTY GENERAL HOSPITAL

BOARD MEMBERS



GINA ABATE, GOVCONNECTS CHAIR
EDWARDS PERFORMANCE SOLUTIONS
LISA ANDERSON, ANAVO TRANSFORMATION
SOLUTIONS
MATT ANDERSON, MCFARLIN INSURANCE
AGENCY
FLORA BETRO, TARGET MARKETING GROUP
CHERYL BROWN, DAVIS, AGNOR, RAPAPORT &
SKALNY
CHARLIE CAMP, M&T BANK
MARK CRUZ, YPN CHAIR
TOWER FEDERAL CREDIT UNION
WILLIAM ERSKINE, COUNSEL
OFFIT KURMAN, PA
MIKE FINKEL, SPARKSOFT
KELLI HALL, GIANT FOOD
KATHRYN HICKEY, PILIEROMAZZA
JULIE HOPKINS, FULTON BANK
TRICIA HUDSON, HUDSON COASTAL
MONTY LEONARD, THE HOWARD HUGHES
CORPORATION
LAURA MCCOY, BGE
DINA BELL NANCE, TRAINING BY DESIGN
DAVID SCIAMARELLI, KEY COMMERCIAL
REAL ESTATE
JAHANTAB SIDDIQUI, HOWARD COUNTY PUBLIC
SCHOOL SYSTEM
RYAN STURM, KATZABOSCH
JEAN SVACINA, HOWARD COMMUNITY COLLEGE
LAWRENCE TWELE, HOWARD COUNTY EDA
NATALIE WHYLIE, PARAGRAPH 2 MEDIA, LLC
SHERRI COLLINS-WITZKE, HARRY H. WITZKE'S
FAMILY FUNERAL HOME

COMMITTEE CHAIRS

AMBASSADOR

ANGELA BALSAMO (CO-CHAIR)
FLORA BETRO (CO-CHAIR)

LEGISLATIVE AFFAIRS

ANDREW ROBINSON (CO-CHAIR)
CHERYL BROWN (CO-CHAIR)

MEMBERSHIP

BLAINE SHIPLER (CO-CHAIR)
CHARLIE CAMP (CO-CHAIR)

MARKETING

NATALIE WHYLIE

GOVCONNECTS

GINA ABATE

YOUNG PROFESSIONALS NETWORK

MARK CRUZ

WOMEN'S LEADERSHIP CONFERENCE

KELLY MITCHELL

CYBER CONFERENCE

MIKE SHELAH

SIGNATURE EVENT

FLORA BETRO

HOLIDAY PARTY

SHELLEY ROMANO



GOVCONNECTS ADVISORY COUNCIL

GINA ABATE, PRESIDENT/CEO
EDWARDS PERFORMANCE SOLUTIONS

ANDRA CAIN, PRESIDENT
CAIN CONTRACTING

MIKE FINKEL, CEO
SPARKSOFT

RICHARD "DICKIE" GEORGE, SENIOR ADVISOR
JHU APPLIED PHYSICS LABORATORY

LANCE JOHNSON, VICE PRESIDENT
FIRST NATIONAL BANK

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OFFIT KURMAN

MIKE MUSCATELLO, PARTNER
ARONSON

DINA BELL NANCE, CHIEF LEARNING OFFICER
TRAINING BY DESIGN

GAIL SANDERS, ASSISTANT VICE PRESIDENT
TOWER FEDERAL CREDIT UNION

BLAINE SHIPLER, VICE PRESIDENT
PNC BANK

DAVID W. TOHN, CEO
BTS SOFTWARE SOLUTIONS

LINDA WU, VICE PRESIDENT INFORMATION TECHNOLOGY
HOWARD COMMUNITY COLLEGE

HELGA WESCHKE, DIRECTOR
OFFICE OF MILITARY & FEDERAL AFFAIRS



GovConnects Plugged In networking mixer



GovConnects BizBreakfast with NSA

EXECUTIVE COMMITTEE

MARK CRUZ, CHAIR
TOWER FEDERAL CREDIT UNION

NICHOLAS BARRICK, IMMEDIATE PAST CHAIR
KCI TECHNOLOGIES

KELSEY METEYER BANE, VICE CHAIR
SYMETRA

ZACHARY COCHRAN, CELERATE CHAIR
COCHRAN COACHING LLC

JULIA LEDERER, MARKETING CHAIR
ZACHING AGAINST CANCER

APHAIA HARPER, EVENTS CO-CHAIR
HOWARD COUNTY ECONOMIC
DEVELOPMENT AUTHORITY

ERIC LEVITAS, EVENTS CO-CHAIR
EDWARDS PERFORMANCE SOLUTIONS

KEVIN HASHIMOTO, SPONSORSHIP CHAIR
NANCY ADAMS PERSONNEL

MARY BETH DULIN, MEMBER AT LARGE
MARY KAY COSMETICS



Photos from inaugural YPN Summit

BOARD MEMBERS

JACQUELINE RAY
TAURUS CPA SOLUTIONS

TAYLOR SIMON
KCI TECHNOLOGIES

CHRISTOPHER LEBANO
MERRILL LYNCH



SPONSORS & SUPPORTERS

We would like to thank our 2021 Annual Partners for their support of the Howard County Chamber.





HOWARD COUNTY
CHAMBER

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