

# MEMBER PROSPECT GUIDE

2023



# WHO ARE WE? WHAT DO WE DO?



(410) 730-4111



info@howardchamber.com



6240 Old Dobbin Lane, Suite 110  
Columbia, MD 21045

The Howard County Chamber of Commerce has been Howard County's premier business membership organization for over fifty years, dedicated to helping businesses of all sizes and industries throughout the region succeed.

**With the power of nearly 700 businesses in the region, encompassing more than 170,000 employees, the Chamber advocates for the interests of the local business community.**

Businesses join the Chamber to expand their business and personal connections, find tools for business growth, and contribute to an environment where all businesses can thrive.

## MISSION

*Accelerate  
business  
growth  
through  
connections,  
advocacy, and  
professional  
development*

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# WHY INVEST IN MEMBERSHIP?

## PEOPLE

**Connect with community leaders, business executives, and elected officials**

### Networking events

- Flagship events *(Howard County Business Outlook Lunch, Signature Event Awards Gala)*
- Conferences *(Women's Leadership Conference, Cyber Conference, Young Professionals Conference)*
- Informational events & seminars *(Let's Talk Business, Economic Forecast Breakfast, GovConnects Coffee & Capture Strategies, GovConnect LEAP, YPN Leadership & Impact, Small Biz...Real Talk, Coffee & Conversations)*
- Fun & casual mixers *(Winter Mingle, Golf Classic, Coffee Tailgates, Wine Down Wednesday, YPN Turn Up Tuesday, GovConnects Plugged In)*

### Committee involvement

- Legislative
- Events & Programs
- Membership
- Marketing
- GovConnects
- Small Business
- Women's Leadership Conference
- Cyber Conference
- Young Professionals Network

## POLICY

**Advocacy on behalf of members & local business interests**

**Garner attention of elected officials as a collective**

- Annual Elected Officials Meet & Greet
- Annual Chamber Day in Annapolis
- Annual Legislative Preview & Wrap-up Breakfasts (Regs & Eggs)

**Legislative affairs committee meets regularly to discuss upcoming legislation & potential impact**

## PROSPERITY

### Cost-saving programs

- Maryland Chamber Federation
- US Chamber of Commerce
- Better Business Bureau
- Energy Co-op
- Chamber Travel
- Certificates of Origin
- I-95 Business
- Accident Fund Workers' Compensation Insurance

### Marketing & advertising opportunities

- Live events
- Social media (LinkedIn Facebook, Instagram, Twitter, YouTube)
- Weekly newsletters (Member News, GovConnects, In the Loop)
- Chamber website
- Online & print member directories

### Business referrals

### Community & economic development



# WHAT IS GOVCONNECTS?



## GOVCONNECTS DELIVERS VALUE FOR EACH COMPANY - FROM TOP TO BOTTOM.



A program of the Howard County Chamber of Commerce, GovConnects is a business-to-government initiative focused on connecting members to customer information, best practices, and partner opportunities unique to federal and state government contractors.

### WHY SHOULD YOU ATTEND?



#### Access to Key Players

**C-Suite Dinners** provide intimate access to elected officials, key business leaders, and community leaders to deliver you insights for your business.



#### Educational Opportunities

The **LE.A.P.** program is a six-week training series designed to help Central Maryland businesses for success in the GovCon space. **Coffee & Capture Strategies** events create venues to meet fellow business leaders and acquisition heads that lead to collaboration and growth opportunities.



#### Casual Networking

**Plugged In, Wine Down Wednesdays, & Young Professional** Events yield opportunities to help develop your employees and build mutually beneficial networks.

### WHAT DOES IT COST?

When you join the Chamber, you can immediately participate in all GovConnects programming.

Pricing of access to events and services is discounted, and in some cases waived, for members.

Non-member pricing is available for all programs, events, and services.



ANNUAL PARTNERS  
2023





# WHAT IS YPN?



## THE YOUNG PROFESSIONALS NETWORK OF HOWARD COUNTY IS FOR THE YOUNG-IN-AGE AND YOUNG-AT-HEART.

A program of the Howard County Chamber of Commerce, YPN offers young professionals opportunities to network with local community and business leaders - helping to make Howard County a place for Millennials and Gen Z to work, play, live, and shop.

### WHY SHOULD YOU ATTEND?



#### Professional Development

The **YP Summit** is a half-day event geared toward those in the early stages of their career, with topics designed for personal and professional growth.



#### Educational Opportunities

The **Leadership & Impact** series is a new training program designed to equip young professionals with all of the essential skills and knowledge to further career and professional development.



#### Casual Networking

**YPN Turn Up Tuesday Mixers** are held bimonthly on the first Tuesday of every other month. These networking events are fun and casual to encourage easy conversation.

### WHAT DOES IT COST?

When you join the Chamber, you can immediately participate in all YPN programming.

Pricing of access to events and services is discounted, and in some cases waived, for members.

Non-member pricing is available for all programs, events, and services.

COMPASS

DEMBO JONES  
CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS

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Howard Hughes

# HOW CAN I GET INVOLVED?



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## JOIN THE CHAMBER

### FOR PROFIT

EMPLOYEES	PRICE
Retiree	\$150
Sole Proprietor	\$380
2-5	\$595
6-25	\$710
26-50	\$810
51-100	\$1,210
101-250	\$1,570
251-400	\$2,650
400+	\$4,495

### NON-PROFIT

EMPLOYEES	PRICE
Retiree	\$150
Sole Proprietor	\$275
2-5	\$345
6-25	\$530
26-50	\$645
51-100	\$1,070
101-250	\$1,530
251-400	\$2,125
400+	\$2,675



*Scan to join*



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HowardChamber.com

## FOLLOW US ON SOCIAL MEDIA

## PARTNER WITH US

### 2023 PARTNERSHIP OPPORTUNITIES

Foundation	\$19,500
Legacy	\$13,500
Benefactor	\$10,000
Leader	\$6,200
Patron	\$3,500
Supporting	\$1,650

Partnership opportunities specific to GovConnects and YPN are also available.

See our 2023 Annual Partnership Guide for more information:

HowardChamber.com/corporate-sponsors/



# THANK YOU TO OUR 2023 ANNUAL PARTNERS!



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