



GREATER
ROCKVILLE
CHAMBER OF COMMERCE

Empower | Amplify | Elevate

2023 Information Packet

About the Chamber

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

Vision statement

We empower, amplify, and elevate businesses in the Greater Rockville community.

Mission statement

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

2023 Board of Directors & Chamber Staff

OFFICERS

Laura Nash, Chairperson - West Financial Services (July 2022 - December 2023)

Dan Helhowski, Vice Chairperson - Beltway Merchant Services

Eric Jodts, Secretary – Westat

Joey Chambers, Treasurer – Capital Bank

Babita Singh, Immediate Past Chairperson - Wesbanco

DIRECTORS

Alberto Zegada- PEPCO

Alton Henley – Montgomery College

Becky Briggs - Our Gift Biz

Beth Perell, - Beth Perell Communications Consulting, LLC - Marketing Committee chair

Brian Barkley, - Barkley and Kennedy Chartered - Public Policy Committee chair

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

Cliff Veirs - C. Clifton Veirs Agency

Jorge Gutierrez - SERVPRO of Rockville-Olney

Kerri Donnelly - Marquis Health Services - Membership Committee chair

Lane Hornfeck - Shulman Rogers

Leslie Keenan - Intelligent Office

Linda Moran – City of Rockville (ex-officio)

Dr. Liz Wheeler - Launch Physical Therapy & Fitness Coaching –
Health & Wealth Mastermind chair.

Marcy Santos – Bahar Consulting - Young Professionals chair

Pam Clark - Clark Concepts

Patrick McCloskey - John Marshall Bank

Stephane Grabina – BMW Excluservice

MEET YOUR CHAMBER TEAM:

Marji Graf, President & CEO | marji@rockvillechamber.org

Dawn Hipsley, Administrative Coordinator | dawn@rockvillechamber.org

Connie Rhind Robey, Member Engagement Director | connie@rockvillechamber.org

Heather Mahoney, Rockville Rewards Program Manager | heather@rockvillechamber.org

Getting Started

Welcome!

When you join the Greater 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 along with your new member plaque will be taken and posted to our social media channels. 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 <http://www.rockvillechamber.org/>

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

E-Newsletter

On the first of every month, the Chamber sends out an e-newsletter highlighting our upcoming events and welcoming new members. We send out friendly reminders to register for events and committee meetings every week.

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

- A business listing in our online 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 and website.
- 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 @rockvillechamberof commerce
 - LinkedIn @rockville-chamber-of-commerce

Events and Relationship Builders

- **Quarterly Speaker series:** Covers topics such as the State of the City, energy efficiency, the real estate market, cybersecurity, improving your HR functions, and many more relevant business topics.
- **Networking Luncheons:** Lunch at a member restaurant where you get to know the people sitting around you in a slightly more intimate setting.
- **Cocktails & Commerce:** Quarterly networking happy hours, which typically bring over 70 business professionals.

Inclusion in the Maryland Federation of the Maryland Chamber of Commerce

- All Rockville Chamber members with fewer than 10 full-time employees 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 for 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 Tuesday at 9:00 am.
- **Health & Wealth Mastermind:** Includes anyone who deals with health, fitness, wellness, dentists and anyone who deals with wealth (insurance, lawyers, banks, money managers, financial planning, etc) Meets the last Wednesday of every month from 12n-2:00 pm.
- **Women's Business Mastermind:** An opportunity to learn from one another about issues that might be facing women in business. Meets the 3rd Thursday 9:00 - 10:00 am.
- **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 - 9:30 am.
- **Young Professionals:** Facilitating business connections and professional development from the perspective of professionals under the age of 40.

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. Meets the 2nd Tuesday of the month at 2:00 pm.
- **Membership:** The Membership Committee serves as Ambassador for the Chamber in our community and supports our local businesses with a focus on member recruitment and retention. The committee strives to enhance the new member experience to ensure members are maximizing the use of their membership.

The Committee:

- Provides an ambassador for each new member.
- Connects new members with existing members.
- Formally announces new members at events and provides introductions.
- Makes themselves available for promotional pictures with new member plaques.
- Interviews members at the end of their first quarter: reviewing their experience thus far and confirming questionnaire items, with appropriate follow-up as needed.
- Offers an invite to a Chamber event of interest.

Membership Committee Meetings are on the 2nd Thursday of each month from 2pm-3pm

- **Marketing:** The Marketing Committee focuses on promoting the Chamber's value proposition to existing members, potential members, and the local business community. This committee promotes Chamber resources and events by creating messaging, and collateral, and developing strategies to increase overall brand awareness.

Marketing Committee Meetings are on the 2nd Thursday of each month from 10-11am

Check our Featured Events calendar on our website or in the MIC for times, dates, locations, and POCs 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 nonprofits. 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 the marketing materials & promote you all year long. No fee to participate, it’s open to businesses with a Rockville address or who are Greater 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.

Certificates of Origin

We provide free certificates of Origins for chamber members and \$50 each for non-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 every day by enrolling in the Staples Business Advantage.
- **Constant Contact Savings:** The Rockville Chamber has partnered with Constant Contact to save you money on your email marketing needs. You can save up to 25% as an active Chamber member 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, which 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.
- **Merchant Servicing Discounts:** Beltway Merchant Services offers all Chamber members \$0 set-up fees, a \$15/month discount for E-commerce accounts, as well as complimentary hardware (up to a \$400 value).
- **Clever RX:** Helps you save money by using a prescription drug savings card. Can help save you up to 80% off prescription drugs and often beats the average copay.