



Towson Live

50 YEARS OF COMMUNITY SERVICE!

Special points of interest:

- Happy 50th Birthday!
- Transforming Towson
- Mega Networking Event
- Meet the New Members
- Annual Christmas Party
- Member to Member Benefits
- WinterFest Activities
- Upcoming Events

Happy Birthday Towson Chamber! It is our pleasure to take pride in an organization, started 50 years ago by a caring group of business and community members guided by the ideal of community service, the well being of the business community and growth for Towson.

Back then our name was the Towson Business Association and at the inception of this great organization some of the fundraising events planned for Towson still remain and are as vital and exciting as one would expect after 50 years of tweaking! The Towsontown Spring Festival, the Chamber Annual Golf Tournament & the Towson Framers Market still fill our year with that longstanding commitment to the community.

Through the years many other very important events have been added, all with the mission of re-investing proceeds back into our town. Towson Feet on the Street, WinterFest, Towson Gardens Day, the Beautification Project, Board Breakfasts, Networking events and representation on a myriad of community organizations all allow the Chamber to meet it's commitment to our town.

Not to lessen the impact of all of these important elements, the Towson Chamber has become the new eyes and ears of the entire community. Towson is burgeoning into a massive period of growth with huge multi use ventures all throughout town. With this progress comes our responsibility to have Towson businesses continue to prosper all the while incorporating these new and exciting development projects into our future.

Towson Chamber is working with all facets of the community; our educational institutions, Baltimore County, police, community groups, developers, BGE, you name it we are working with you to have this growth process be one of pride and productivity. We want those who live, work and play in Towson to be an integral part of these opportunities.

Learning from the past and working toward our future is our undertaking. We will continue to grow as we move forward and hope that all who are part of this 'whole', that we call community, will continue to thrive together in times ahead.

Best wishes to everyone for a happy, healthy and prosperous New Year!

Nancy Hafford

Inside this issue:

Transforming Towson	2
12th Mega Networking	3
New Members	4
Xmas Party	5
Festival Program Advertising	6
Chamber Directory Advertising	7
Member to Member Benefits	8
Member to Member Benefits	9
WinterFest Article	10
WinterFest Pictures	11
Tree Decorating Contest Winners	12
Upcoming Events	13

TRANSFORMING TOWSON

Guest Speaker:

Andrea Van Arsdale

Baltimore County Planning Department

Wednesday, January 15th, 2014

FREE Board & Member Networking Breakfast (8-9am)

Sheraton Baltimore North

903 Dulaney Valley Road



The New Year is upon us and the Towson Chamber is dedicated to making sure that our members and potential members are aware of the growth planned for Towson. As the eyes and ears of our community we maintain our responsibility to have Towson businesses continue to prosper all the while incorporating these new and exciting development projects into our future.

We invite you to come and bring one or more potential new members (please not co-workers). This meeting is vast in its information and important in its impact for Towson. Prepare your business for Towson's transformation while meeting other business owners from the area.

This event is limited to the first 150 people! Please let us know who is coming in advance so we can make the appropriate arrangements for the breakfast. RSVP by January 13th to: 410-825-1144 or email to: info@towsonchamber.com Hope we see you there.

**Make sure to bring your parking ticket for validation

Nancy Hafford

Executive Director

TOWSON

CHAMBER OF COMMERCE

12th MEGA NETWORKING EVENT

Towson, Baltimore County

Wednesday, January 22, 2014

5:30 to 7:30 pm

Sheraton Baltimore North

903 Dulaney Valley Road, Towson, MD 21204



Network with businesses throughout Baltimore County.

Includes a trade show. Show off your business for **ONLY \$100, includes registration fee. \$150 for non-members.** Contact the chamber office to reserve your space by January 15, 2014.

Members: Pre-Registered \$25, At the Door \$35 Non-Members: \$35

Cost includes heavy hors d'oeuvres and one **FREE** drink ticket. Cash Bar will be available.

Make sure to validate your parking ticket at the front desk for FREE PARKING!

Register today online at www.towsonchamber.com

Event Sponsored By: Greater Catonsville Chamber of Commerce, Arbutus Business and Professional Association, Baltimore County Chamber of Commerce, Dundalk Chamber of Commerce, Greater Towson Committee, Harford Business Association, Hunt Valley Business Forum, Liberty Road Business Association, Parkville-Carney Business Association, Pikesville Chamber of Commerce, Reisterstown-Owings Mills-Glyndon Chamber of Commerce, and the Towson Chamber of Commerce

Spotlight on New Members

Ora's Hair Studio

Ms. Ora Noble
11 E. Chesapeake Avenue
Towson, MD 21204
443-449-0061
Ora.noble@yahoo.com
Www.orahairstudio.com

Howard Bank

Ms. Charlene Kurland
22 W. Pennsylvania Avenue
Towson, MD 21204
443-841-1636
ckurland@howardbank.com
Www.howardbank.com

Oyster Bay Grille

Ms. Natalie Antonakas
1 E. Joppa Road
Towson, MD 21204
443-275-7026
natalie@oysterbaygrille.com
Www.oysterbaygrille.com

Today's Image Tanning Salon

Ms. Elle Grose
1836 E. Joppa Road
Baltimore, MD 21234
410-882-4401
todaysimagetanning@comcast.net
Www.todaysimagetanning.com

Welcome to the neighborhood!!!

Tuesday December 10th, the Towson Chamber joined other local dignitaries to perform a ribbon cutting.



Health Care that Fits Your Lifestyle

Patient First® puts the patient first with convenient locations, convenient hours and non-appointment care for all services.

8am - 10pm, 365 Days a Year
Walk-in, No Appointment Necessary
Urgent Care for Routine Injuries and
Illnesses
Staffed by Physicians

On-Site X-rays, Lab Tests and Prescrip-
tion Drugs
Primary Care Physicians for most
Health Plans
Occupational Health Services
Most Insurance Accepted

Christmas Party 2013



We are glad that so many were able to join the Towson Chamber for our Annual Holiday Party. We wish you and yours and very healthy, happy and prosperous New Year!!



A Proud **Tradition.**
A Popular **Celebration.**
The Ultimate
Opportunity to Promote
Your Business!

2014 TOWSONTOWN SPRING FESTIVAL PROGRAM

Your Advertisement Reaches:

- >> 250,000+ patrons at the two-day event, May 3-4
- >> Additional Distribution during Towson Gardens Day, May 1

Important Demographics:

- Median Income — \$72,494*
**2010 US Census for Baltimore County, Baltimore City and Harford County*
- More than 80% of festival patrons are between the ages of 19 and 50
- An active college population: Towson University and Goucher College are both within walking distance of the festival. Six more colleges and universities are within a 15-mile radius, and 13 others are within a 30-mile radius.

2014 Towsontown Spring Festival Program AD RATES (all 4-color ads):

Full Page – Back Cover (6½ x 9½)	\$ 2,150
Full Page – Inside Front Cover (6½ x 9½)	\$ 1,850
Full Page – Inside Back Cover (6½ x 9½)	\$ 1,750
Full Page – Page 1 (6½ x 9½)	\$ 1,685
Full Page (6½ x 9½)	\$ 1,530
1/2 Page Vertical (3½ x 9½)	\$ 920
1/2 Page Horizontal (6½ x 4½)	\$ 920
1/4 Page Vertical (3½ x 4½)	\$ 615
1/8 Page Horizontal (3½ x 2¾)	\$ 465

Deadlines

Space reservation deadline – **March 21**
Camera-ready ads due – **March 28**

BONUS SAVINGS

Ask your Account Executive about how to increase exposure and **save an additional 10%** when you also place an ad in the Towson Chamber of Commerce Directory.

WHAT'S INSIDE

The festival program provides valuable information about entertainment schedules, corporate sponsors and participating vendors.

2014 FESTIVAL FEATURES

- New Arts & Crafts Vendors
- Diversified Musical Entertainment
- Family Fun Area
- Freedom Fun Zone
- Food, Beer & Wine
- Surprises Galore!

Sponsored by



Ad production questions?

Contact Chris Milton at 443.909.7832 or email: chris.milton@todaymediacustom.com

To advertise, contact **Joyce Michael** at **443.929.0727** or by email at joyce.michael@todaymediacustom.com.

todaymedia Custom Communications

2013 Towson Chamber Board of Directors

"Your Winning Team of Professionals"

Officers

President, **James Jones**, M&T Bank

Vice President, **John Holman**, State Farm

Treasurer, **Mary Fran Stromyer**, J.L. Kenneally & Co., P.A.

Secretary, **Kaitlin Radebaugh**, Radebaugh Florist & Greenhouses

Immediate Past President, **Debra Moriarty, Ph.D.**, Towson University

Board Members:

John B. Bartkowiak, Jr. Esq.

Garrett Brierley, Esq., Law Office of Spence & Buckler, PC

Charles Connolly, Farmers Insurance Group

Pamela Gilmour, Financial Fitness

Calvin Gladden, Goucher College

Phil Grillo, Grillo & Company

Kathy Harden, Souris' Saloon

Ed Kilcullen, MD CASA Association

David Kurniawan, Maryland Signs & Graphics

Valerie Kutchev, JumpGraphix Website Design

Lisa Troia Martin, Café Troia

Sophia McCormick, Palisades of Towson

Douglas Riley, Esq., Treanor, Pope & Hughes

Jeff Rogyom, Esq., Bodie, Dolina, Smith & Hobbs, P.C.

Mark Shulman, DDS

Melony Wagner, Charles Village Pub

Towson Chamber Staff

Nancy Hafford, Executive Director

2014-2015



TOWSON
CHAMBER OF COMMERCE

Promoting a **United** and **Dynamic** business environment in **Towson**.

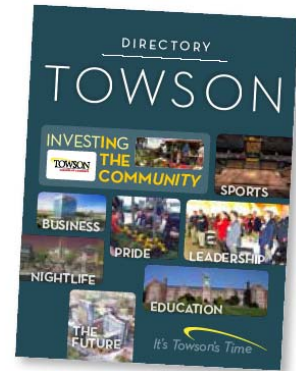
Guide and Business Directory

WITH YOUR ADVERTISEMENT:

>> Gain Exposure through **More Than 3,000 Directories** distributed at a variety of community gatherings and Towson Chamber member events.

BONUS VALUE:

>> **Digital Edition – Online 24/7/365**
A fully-loaded digital edition of the directory – featuring electronic flip pages and search functionality, plus the ability to email or share content – will be posted on the Chamber website. Add a **Link to Your Display Ad** for only \$100!



PREMIUM RATES		
Full Page	Back Cover (4-color only)	\$ 1,565
Full Page	Inside Front Cover (4-color only)	\$ 1,425
Full Page	Page 1	\$ 1,425
Full Page	Inside Back Cover	\$ 1,300

DIMENSIONS	
Trim Size	8-3/16 x 10-7/8
Bleed Size	8-7/16 x 11-1/8
Full Page	7 x 10
2/3 Page Vertical	4-5/8 x 10
1/2 Page Horizontal	7 x 4-7/8
1/3 Page Vertical	2-1/4 x 10
1/3 Page Square	4-5/8 x 4-7/8
1/6 Page Vertical	2-1/4 x 4-7/8

FOUR-COLOR		B/W	
Full Page	\$ 1,170	Full Page	\$ 995
2/3 Page Vertical	\$ 850	2/3 Page Vertical	\$ 675
1/2 Page Horizontal	\$ 675	1/2 Page Horizontal	\$ 500
1/3 Page Square	\$ 525	1/3 Page Square	\$ 350
1/3 Page Vertical	\$ 525	1/3 Page Vertical	\$ 350
1/6 Page Vertical	\$ 465	1/6 Page Vertical	\$ 290

Ad production questions?

Contact Chris Milton
at 443.909.7832
or email:
chris.milton@todaymediacustom.com

** 2014-2015 Towson Chamber of Commerce Guide and Business Directory space reservation deadline and non-camera ready ads due: **5/2/2014**
Camera-ready ads due: **5/9/2014**

For more information or to reserve space, contact **Joyce Michael** at **443.929.0727** or by email at **joyce.michael@todaymediacustom.com**

todaymedia Custom Communications

Member to Member Benefits

PostNet

Ms. Jacqueline Ovad
22 Allegheny Ave, Suite 204
Towson, MD 21204
443-POSTNET (443.767.8638)

20% OFF Posters, Banners and Any LARGE format print projects. Including life-size repositioning wall decals and canvas. Make your kid a sport hero with his/her favorite action picture printed on a life-size decal.
- 15% OFF Personalized calendars or greeting cards. Perfect gift for the Holidays. For the calendars, just send us 13 of your high resolution pictures. Upload your files online at <http://md115.postnet.com>

World Class Auto Detail

Quintin D. Moody | CEO
www.worldclassautodetail.com
(O) 410-637-1888

Towson Golf & Country Club

Denise Snyder
12801 Stone Hill Road
Phoenix, MD 21131
410-252-8484 x105

No Initiation due until 3/1/2014 and NO MONTHLY DUES will be charged until 3/1/2014. Please visit our website for our membership pricing...www.tgcc.net Also **CORPORATE MEMBERS, NO FOOD MINIMUM**, and initiation *only* charged to the primary member of the corporation. Every member thereafter doesn't have to pay initiation and has reduced monthly dues, Please call for details, Denise Snyder, Membership Director 410.252.8484 ext 105.

Merritt Athletic Clubs

Donyel Cerceo
8757 Mylander Lane
Towson, MD 21286
410-821-0160

Merritt Athletic Clubs offers all chamber members a free one month trial membership. Come visit our newly renovated club at 8757 Mylander Lane or check us out on the web www.merrittclubs.com.

Melody's Tours

Melody Knight
32 Tenbury Road
Lutherville, MD 21093
(410) 790-6308

Melody's Tours will offer a 30 percent discount off of any day trip in Baltimore, Washington, Annapolis, and New York. This offer is valid for both entertainment and business purposes. Please visit Melody's Web site at Melodystours.com.

Shred-it

Ms. Angela Mayo
7150 Troy Hill Dr., Ste. 100
Elkridge, MD 21075
410-796-1500 x1007

Every Business, big or small, need a secure shredding program that: Safeguards private information: yours, your customers' and your employees confidential data. Helps you avoid large fines for noncompliance with privacy laws. Protects your business, because a security breach can cost millions of dollars and ruin your reputation with customers and partners. Ask for Angie to receive your special pricing.



Anvtime Fitness

Mr. Prabha Raja
40 York Road
Towson, MD 21204
410-296-4166

Free 14 Day Mini Memberships to the Chamber Members and their employees;
also included, a free consultation with our personal trainers

Nelson Coleman Jewelers

Mr. Chris Coleman
307 E. Joppa Road
Towson, MD 21204
410-494-0080

All Towson Chamber Members and Employees will receive 10% off their first purchase of the current year and with that purchase will be enrolled in Nelson Coleman Jewelers Birthday and Anniversary Club and Loyalty Program.
You'll receive a Birthday reminder with a gift card valued at \$50 toward a purchase of \$100 or more and an Anniversary reminder with a gift card valued at \$100 toward a purchase of \$200 or more.
Enrollment in Nelson Coleman Jewelers Loyalty Program entitles you to receive Rewards Dollars equal to 5% of a purchase to be used toward future purchases. Reward Dollars are earned on each and every purchase you make. Some exclusions apply.

Member to Member Benefits

<p>David Page davidpage@comcast.net 410-274-3295</p>	<p>Free hour with David Page: David Page is a Towson Chamber member who wears two hats. You can decide which hat he wears for your free, one-hour consultation. Real estate investing: David creates real estate investment opportunities for folks who want to earn secured, consistent returns. Example: People who put some of their retirement money into a self-directed IRA. (It's easy. David can show you how.) Advertising: David writes advertising copy for all media -- also consults on branding, strategy, and tactics. See his work at www.DependableDavidPage.com. Your next step: Email David at davidpage@comcast.net or call him at 410-274-3295.</p>
<p>The LASIK Vision Institute™ 200 E Joppa Rd Suite 200 Towson MD 21286 410-832-8712</p>	<p>We are new to the neighborhood and would like to make our new friends enjoy a life without dependence on glasses and contact lenses. \$750 OFF our Custom Vue procedure with Lifetime Assurance. * Easy Financing * Over 900,000 procedures performed *Safe, FDA approved* Nationwide locations Call now to schedule your FREE LASIK Evaluation 410-832-8712 ask for Kristina Adamczyk, Center Director www.TheLasikVisionInstitute.com</p>
<p>Integrated Pest Services Mr. Sean London 109 Allegheny Ave. Towson, MD 21204 410-337-5155 X5910</p>	<p>We would like to offer the chamber members a discount of \$25.00 off their pest control service for Spring Treatment of seasonal pests.</p>
<p>SASS Salon Debbi Basile 6715 York Road Baltimore MD 21212 443-895-4536</p>	<p>\$25 off initial color appointment And then 15% off services & 10% retail products.</p>
<p>Campbell Insurance Allstate Ms. Sebrina Wajer 1574 E. Joppa Road Baltimore, MD 21234 (410) 588-2600</p>	<p>We are a locally owned and operated agency in Towson that has exceptional customer service and knowledgeable staff to handle all of your questions. We would like to extend a free consultation and quote for all of your insurance needs. Mention that you saw us on the Chamber of Commerce Member to Member Benefits and receive a \$10.00 gift card. Refer a friend, colleague, family member or anyone else you know and receive a \$10.00 gift card when they call for a quote and mention your name.</p>
<p>Grillo & Company Mr. Phil Grillo 17 Allegheny Ave Towson, MD 21204 410-832-5272</p>	<p>Bring in your gold and unwanted jewelry. We can recommend how you can get the most cash; sell for cash, broker or consign it. Special jewelry appraisals starting at \$25. Repair services are available.</p>
<p>Ora's Hair Studio 11 E. Chesapeake Avenue Towson, MD 21204 (443) 449-0061</p>	<p>Men haircuts for \$15 and shampoo cut and blow dry for \$35 until Jan 15th</p>
<p>Goldfather of Towson Mr. Jason Russo 8628 Loch Raven Blvd. Towson, MD 21286 410-895-4113</p>	<p>The GoldFather of Towson is happy to provide discounts and extras for Chamber Members: * Receive an additional 10% (above our already guaranteed highest payouts) for your unwanted jewelry, broken jewelry, silverware, school rings, dental gold, and ex-boyfriend gifts. (First transactions only.) * Receive free apparel of your choice, no transaction needed. (While hats and long sleeve shirts last.) Just mention Towson Chamber of Commerce</p>
<p>M&T Bank Mr. James D. Jones 410-512-4320 jdjones@mtb.com</p>	<p>M&T Bank offer Towson Chamber Members a banking relationship that takes your life into account. Get \$75.00 Cash Bonus-Just add direct deposit to a new MyChoice Checking account today*</p>

Towson Winterfest Kicks off with Annual Tree Lighting

Featured in the Towson Times

By Loni Ingraham

The annual spring festival may be the Towson Chamber of Commerce's key fundraiser but Winterfest 2013, which begins with Black Friday, Nov. 29, and runs through the weekend before Christmas, is the chamber's annual key "fun-raiser."

"We draw children and adults into downtown Towson with the promise of giving them a wonderful experience," said chamber President James Jones of M&T Bank.

The chamber adds something new each time "to make it a better and better experience," Jones said and this year Winterfest includes a tree-decorating contest among nearly 40 businesses, restaurants and bars where the 3- to 4-foot high Christmas trees will be displayed.

The decorating contest joins traditional Winterfest activities: special discounts and promotions; the annual tree lighting ceremony; Santa Claus; window art by students; street performers; ice sculptures; roasted chestnuts; Santa's workshop; talking reindeer; a holiday movie; breakfasts with the Grinch and Frosty; and for the adults, mens shopping night, Ho Ho Happy Hours and more.

The chamber spends nearly \$12,000, and its volunteers contribute 500 hours of sweat equity to make it all happen.

"Obviously, folks in Towson and the county have plenty of places to go when it comes to spending money for the holidays," Jones said. "Our goal is to support local businesses by dialing up the atmosphere to give people a reason to spend that money here instead of somewhere else."

The big event that signals the beginning of Winterfest is the tree lighting ceremony in Olympic Park on Friday evening, Nov. 29. Cocoa, cider and sweet treats will be offered during the event.

The tree will be just as bright or brighter and more environmentally friendly, according to Zerodraft Maryland, a Towson-based energy conservation services company which is replacing the 2,000 incandescent bulbs of the hardwired 30-foot-high tree and base with LED lights for free.

"We did a calculation in our office just for fun," Kurt Pfund, Zerodraft principal said, "and figured if the tree was lit 12 hours a night for six to eight weeks, it would save the county \$1,000 a season.

"And it would probably be forever before the bulbs have to be replaced. The tree probably will have to be replaced before they will."

With the number of vacant storefronts in Towson, in part due to redevelopment underway on several blocks, the chamber has continued its beautification efforts by having county students use the spaces to display their art work.

The work of students from 12 county schools — including Dumbarton and Cockeysville middle, and Stoneleigh and Rodgers Forge elementary schools — portrays Towson's past and present.

"The students love doing this," Maddox said. "It's a real testimony to their creativity."

When Maddox discovered some dirty windows when they put up the artwork on Nov. 19, he said, he was tempted to go out and buy a bottle of Windex and organize a cleaning crew.

But Nancy Hafford, executive director of the chamber, made assurances that the chamber would take care of the problem before Winterfest begins.

Hafford said the trees for the decorating contest, which the chamber is purchasing from Radebaugh's, will be decorated and displayed by the weekend of Dec. 7.

On Fire and Ice Night, Dec. 13, attendees to the event will be given ballots to vote for the tree that is most original or creative, most traditional, most festive and those that best exhibit the Towson spirit.

Contest chairman Colin Exelby of Celestial Wealth Management was surprised by how quickly the chamber heard from businesses wanting to participate. "We're hoping for a healthy competition with businesses trying to one-up each other," Exelby said.

While Exelby hasn't encouraged monetary incentives designed to sway votes, he can envision a restaurant or bar giving out something like free cocoa or cider "to make any one tree more memorable," he said, noting his 3-year-old daughter will be one of the judges.

Hafford said the winners will get "a nice certificate."

We thank all who came out for this year's WinterFest! Enjoy some of the photos from our month of family events...



Congratulations to the winners of the 2013 WinterFest Christmas Tree Decorating Contest!

With a field of 36 and 4 categories—these candidates won top honors at our very first tree decorating contest. Hundreds were on hand to mark their ballots and enjoy the simply pleasures of the holiday. We applaud all those who took part in the competition and look forward to 2014!



Towson Hot Bagels
“Most Creative”



Charles Schwab & Co., Inc.
Most “Traditional”



WTMD
Most “Creative”



El Rodeo Cantina
Most “Traditional”



Bead Wear
Most “Original”



Anna Appicella School
of Dance
Most “Creative”



Grillo & Company
Most “Festive”

Towson Chamber of Commerce, Inc.
44 W. Chesapeake Avenue
Towson, MD 21204

Happy New Year!

We hope that you and your families had a wonderful holiday season and hope that you joined us for one or more of our Winterfest events. The Chamber worked very hard to offer you a month of fun family experiences designed to entertain while increasing the bottom line for our merchants.

January brings all new offerings to our members the student population and residential communities. January 15th is our monthly breakfast, this month with a twist. You and a prospective member guest or guests are invited to a FREE breakfast meeting at the Sheraton. Guest speaker will be Andrea VanArsdale of the Planning Dept. We hope you can join us. January 22nd our Chamber and many others from Baltimore County come together for a huge and very productive networking event, this year, hosted by the Sheraton Baltimore North. This evening provides a great opportunity to showcase you and your business; don't miss it!

Start the New Year off on the right foot by becoming involved in the Chamber. Our mission is to serve our community and the businesses that make it strong. Community and student involvement is welcomed and we truly listen to what you have to say. The Towson Chamber keeps it's doors open to anyone who would like to get involved; we offer a multitude of opportunities; from our events, community based operations and governmental interests.

See you around Towson!

Nancy Hafford

Executive Director



Towson Chamber of Commerce Promotes the Business Environment in Towson

Phone: 410-825-1144

Fax: 410-832-5863

E-mail: info@towsonchamber.com

Upcoming Chamber Events

- ◆ **Festival Committee Meeting**, 2nd Wednesday of every month (5:30pm) Chamber Office
- ◆ **Free Monthly Board & Membership Breakfast**, January 15th(8-9am), Sheraton Baltimore North, 903 Dulaney Valley Road
- ◆ **12th Mega Networking Event**, January 22nd (5:30-7:30pm), Sheraton Baltimore North, 903 Dulaney Valley Road