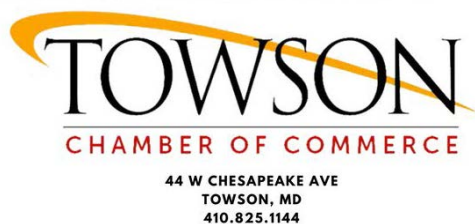


TOWSON LIVE

February 2018



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Saturday, April 14, 2018

Stanley Black & Decker Headquarters

6 .m. - 9 p.m.

Guests will enjoy a cocktail reception while we celebrate the outstanding members of our community.

Businesses and Individuals will be recognized in the following categories: Build, Lead, Serve, Inspire, Innovate, & Host.

We are looking forward to celebrating Towson's progress and recognizing some of the businesses that have led us to where we are today. We are truly thankful for the strength of our growing business community and all of the wonderful people that contributed to enhancing our quality of life for all that work, live and play in Towson!

Ticket Sales to be posted on www.towsonchamber.com

For sponsorship information, please contact emma@towsonchamber.com

**Join us for our
Monthly Board &
Member Meeting**
on
**Wednesday, February
21st at 8 a.m.**
at the
**Sheraton Baltimore
North Hotel**
**903 Dulaney Valley
Road Towson, MD
21204**

CLICK HERE TO REGISTER

Advertising & Promotion Opportunities

One-Page Insert

Advertise a special sale or promotion with an 8.5x11" insert for \$50 in our monthly newsletter.

Advertising for community events is free.

Email Sponsorship

"Sponsor" an email that goes out to over 1500 business contacts.

Includes your logo and a click-through to your website. (Costs Vary)

Questions?

Contact: Emma Forrester
emma@towsonchamber.com

New Member 101

Our first New Member 101 was held last month at the Chamber Office - we had 29 people attend! Unfortunately, we had to turn some people away simply because we did not have the space in our office. We will hold these meetings quarterly, however we are planning to add another event to our schedule in March to accommodate those who were not able to attend our January event. Keep an eye out on our Facebook page and our website for the date!



Attend an Information Session on the Maryland Healthy Working Families Act (HWFA) at the Towson Chamber

Monday, February 5th

12:00 noon to 1:00 p.m.

44 W. Chesapeake Avenue, Towson MD

FREE FOR MEMBERS

Treanor Pope & Hughes, a long-time Chamber member with a workplace and business law practice, will explain the new law to Chamber members, and answer questions about its application and compliance at a special lunchtime meeting.

If you plan to attend, please contact Emma Forrester at emma@towsonchamber.com

More information on the HWFA:

On January 12, 2018, the Maryland General Assembly voted to override the Governor Hogan's veto of the Maryland Healthy Working Families Act (the "HWFA"), which is currently scheduled to go into effect on February 11, 2018. Under the HWFA, employers are required to provide certain employees who are eligible for leave under the Act with at least 40 hours of "Sick and Safe Leave" annually. If the employer employs 15 or more employees, the "Sick and Safe Leave" for eligible employees must be paid leave. Employers with fewer than 15 employees must provide at least 40 hours of unpaid of "Sick and Safe Leave" per year to eligible employees. The Act excludes from eligibility certain employees, including independent contractors, workers under the age of 18, workers engaged in agricultural operations, real estate brokers, workers who typically work less than 12 hours per week and certain temporary workers.

The Act specifies how "Safe and Sick Leave" is to be accrued, how it can be carried over from year to year, and under what circumstances it can be used. The Act also requires that employers provide notice of the rights provided under the HWFA to eligible employees, and a written statement of their leave balances each pay period. A model notice is to be drafted by DLLR, but it may not be available before the Act is scheduled to take effect on February 11, 2018. Therefore, employers should be prepared to provide their own disclosure to their employees, if the DLLR does not publish a model disclosure prior to February 11, 2018 or if the effective date is not deferred by further action of the Maryland General Assembly.

If an employer is found to be in violation of this Act, there are significant costs that can be awarded by the Commissioner of DLLR to employees, including the assessment of actual and treble damages, the value of unpaid leave under the Act and/or civil penalties. If such awards are not promptly paid, the Act authorizes employees to pursue private litigation against their employer and to potentially recover significant damages and attorneys' fees.

Employers of Maryland workers need to take prompt action to comply with the Act and to assess whether their current leave policies are in compliance with the HWFA. Unless implementation of the HWFA is deferred by the General Assembly, employers have only a few weeks to make a number of management decisions relating to the Act and set up their payroll procedures to comply with the notice and record keeping requirements therein.



The 58th Henry and Ruth Blaustein Rosenberg
Lecture-Performance Presents

CONCERT ARTISTS OF BALTIMORE
EDWARD POLOCHICK, ARTISTIC DIRECTOR

A CONCERT ARTISTS SAMPLER:

FROM BACH TO BROADWAY

FEATURING GOUCHER PRESIDENT JOSÉ ANTONIO BOWEN

SUNDAY, FEBRUARY 18

4:30 P.M.

KRAUSHAAR AUDITORIUM, GOUCHER COLLEGE
BALTIMORE, MD

Tickets are free for Goucher Students, faculty, staff, and alumnae/i;
\$10 general admission.

Tickets must be reserved in advance at www.goucher.edu/tickets
or by calling (410) 337-6333

GOUCHER | college



Welcoming A New Era of Towson Baseball

Head Coach Matt Tyner invites you to join Towson University Baseball for the First Pitch Dinner at the beautiful Valley Mansion! The evening will include a cash bar, silent-auction, and dinner program featuring legendary major leaguer Billy Ripken—all to benefit the current and future players of TU Baseball.

February 10, 2018
7 p.m. • Valley Mansion
594 Cranbrook Rd • Cockeysville, MD 21030

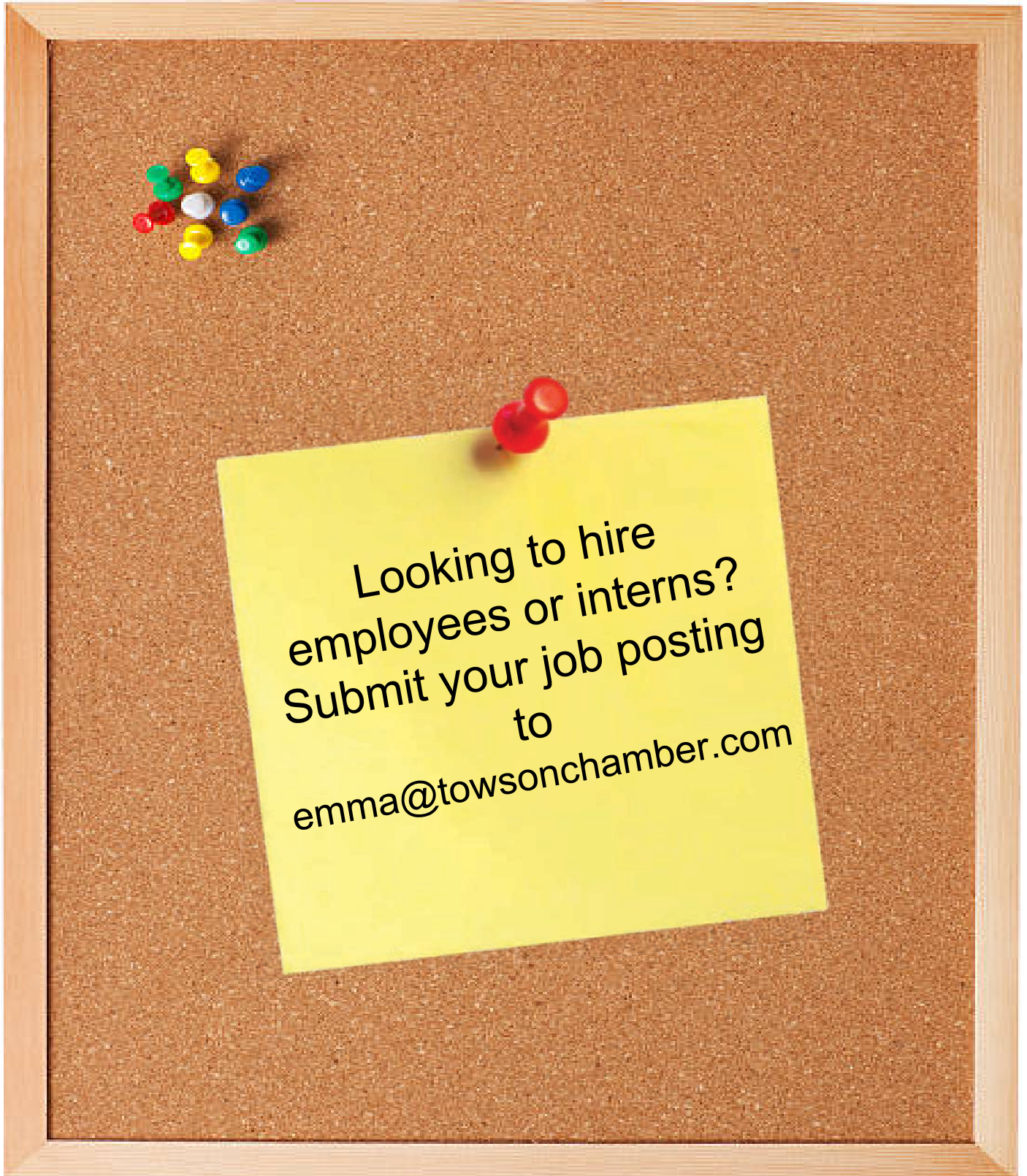
REGISTER

If you cannot attend the event, but wish to contribute to the Towson University Baseball program, [please click here.](#)

Towson Happenings

1. **Baltimore County Restaurant Week** - Visit your favorite local eateries for a special price pre-fixe menu. Restaurant goes through February 3rd, but keep an eye for for an extension!
2. **Toast of the Town** - Nominations are now closed, but winners will be announced and ticket sales will go live in February. Tickets can be purchased on www.towsonchamber.com. The event will be held on April 14, at the Stanley Black and Decker Headquarters.
3. **Towson Gardens Day & Towson Town Spring Festival** - Both events are currently accepting applications! Please visit the website, www.towsonfestival.com for more information. Gardens Day will be held Thursday, May 3 from 10 a.m. - 3 p.m. The Festival will be held May 5th, 10 a.m. - 8 p.m. and May 6th, 1 p.m. - 6 p.m.
4. **Towson 4th of July Parade** - March in the annual parade! Applications are being accepted and can be found on www.towsonparade.com
5. **New Businesses in Town:**
 - Rosen, Sapperstein & Friedlander (405 York Rd.) - *Opened December*
 - Rise Biscuits (1620 York Rd.) - *Opened January 13th*
 - The Brass Tap (825 Dulaney Valley Rd.) - *Opening February 5th*
 - Cowboys and Rednecks (1 Pennsylvania Ave.) - *Coming soon*
 - Insomnia Cookies (407 York Rd.) - *Coming soon*

TOWSON JOB BOARD





Saturday, May 5
10 am - 8 pm
&
Sunday, May 6
1 pm - 6 pm

Interested in being a vendor at
the 51st Annual Towsontown
Spring Festival? Visit
www.towsontownfestival.com/
applications to fill out an
application today!

Questions?

Want to be a volunteer?

Want to be a sponsor?

Call the office at 410-825-1150

It's Tax Season!

Please make note of our members in
Accounting & Tax Services:

Rosen, Sapperstein, & Friedlander, LLC
Ms. Bonnie Pfaff
(410) 581-2268

Fitzpatrick, Leary & Szarko, LLC
Mr. William Fitzpatrick
(410) 307-1916

Woods and Associates
Ms. Emily Woods
(410) 821-6625

Block Advisors
Mr. Wil Jackson
(410) 321-0387

**Handwerger, Cardegna, Funkhouser &
Lurman, PA**
Mr. Salomon Grunhut
(410) 828-4446

Joseph L. Stefanski, CPA, PA
Mr. Joseph Stefanski
(410) 252-0500

Gary R. Bozel & Associates, P.A.
Mr. Gary R. Bozel
410-583-7900

Mr. Steve Cupit, CPA
(410) 591-7734

Stoy, Malone & Company, P.C.
Ms. Cindy Alt
410-828-1961

Kenneally & Co., P.A.
Ms. Mary Fran Stromyer
(410) 321-9558



LOOKING FOR A CAREER IN LAW ENFORCEMENT?

Join us at our

CAREER FAIR



Saturday, February 3, 2018
10:00 a.m. to 12 p.m.

Bykota Senior Center Gymnasium
611 Central Avenue
Towson, MD 21204

The Baltimore County Police Department is seeking
qualified applicants for the positions of
Police Officer, Cadet, Police Explorer

An orientation/information session will be held at 10 a.m.

Be sure to arrive on time! Apply on site.

Any questions, contact our Recruiters at **410-887-5542**, or
by e-mail at **recruiter@baltimorecountymd.gov**.

BETTER MARKETING. SIMPLIFIED

With the introduction of Direct Mail Booster the old way of handling direct mailing services is ancient history - **here's what you get:**



HIGHER RETURN ON INVESTMENT

With Direct Mail Booster, you can keep tabs on your mailings with built-in online mail tracking software. You'll know exactly when to ramp up for more traffic, saving you money and frustration.

FLAWLESS SALES SYSTEM

Included call tracking allows you to see the exact data and results of your campaigns (and record and listen to sales calls), which lets you quality check for better results as the results are rolling in – and in the future.

NO LEADS LEFT BEHIND

Your Direct Mail Booster campaign includes a Google campaign that displays follow-up ads to your prospects all across the Internet, keeping leads warm until they are ready to buy.

HOW IT WORKS

Direct Mail Booster operates on a five-step process, where regular direct mail only operates on one. It is not a suite of services, but a seamlessly integrated system that maximizes your marketing impact. Instead of just sending out mailers, Direct Mail Booster consists of Direct Mail, Mail Tracking, Online Follow Up Ads, Call Tracking and Social Match.



**MAIL
TRACKING**



**CALL
TRACKING**



**ONLINE
FOLLOW UP**



**FACEBOOK
FOLLOW UP**



**SOCIAL
MATCH**

New Member Spotlight

Immaculate Conception Church

Patty McCarty

(410) 427-4715

pmccarty@theimmaculate.org

200 Ware Avenue

Towson, MD 21204

Lutherville Rec Council (LTRC Softball)

Peter Gourlay

(443) 275-2489

peter.gourlay@rmiofmaryland.com

Penthouse Condominiums

Jake Gusiew

410-821-6700

jake.gusiew@fsresidential.com

28 Allegheny Avenue

Towson, MD 21204

Rosen, Sapperstein, & Friedlander, LLC. (RS&F)

Bonnie Pfaff

(410) 581-2268

BPfaff@rsandf.com

405 York Road

Towson, MD 21204

The 10% Rule

Keep your business local and make 10% of your expenditures stay within Towson. Just think of the impact... If a company grosses \$300,000.00 per year and they see an additional 10% or \$30,000.00, that could mean hiring someone, expanding product lines, or making their interior and exterior look better. Keep business in Towson and create a positive environment for our community!

2017-2018 TOWSON CHAMBER BOARD OF DIRECTORS

OFFICERS



Tim Bojanowski
President
Zest Social Media
Solutions



Sarah Ryan
Vice President
SECU



Mary Fran Stromyer
Treasurer
Kenneally &
Co., P.A.



Edouard S. Mutabazi
Secretary
Vision Iconique



Chuck Connolly
Immediate Past
President
Farmers Insurance

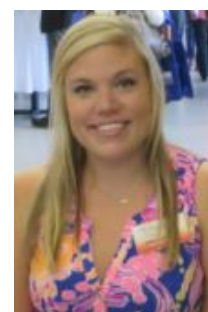
BOARD MEMBERS

Brandon Simpson, Palisades of Towson
Chuck Connolly, Farmers Insurance
Colin Exelby, Celestial Wealth Management
CR Hogendorp, American National Insurance
Craig Carmichael, St. Joseph's Medical Center
David Hinshaw, Towson University Marriott Conference Hotel
David Kurniawan, Maryland Signs and Graphics
Deb Moriarty, Ph.D., Towson University
Debbie Phelps, BCPS Education Foundation
Eddie Mutabazi, Vision Iconique
Edward Kilcullen, Maryland CASA Association
James Pomfret, Wells Fargo Advisors
Joe Oster, Towson University
Joe Shagena, Destiny Mortgage Group
Joni Elmore, Kona Ice of Central Maryland
Lisa Bisenius, Towson Town Center
Lynne Lochte, Goucher College
Mary Fran Stromyer, Kenneally & Company, P.A.
Melony Wagner, Charles Village Pub
Pam Gilmour, Financial Fitness
Paul Schwab, Azrael, Franz, Schwab, & Lipowitz, LLC
Sarah Ryan, SECU
Tim Bojanowski, Zest Social Media Solutions
Todd Huff, Brooks-Huff Tire and Auto Centers

TOWSON CHAMBER STAFF



Nancy Hafford
Executive Director



Emma Forrester
Marketing Director



Joan Sellers
Membership
Coordinator



2017-2018 MEMBERSHIP APPLICATION

Business Name: _____

Contact Person: _____

Address: _____

Phone: _____

Fax: _____

E-mail: _____

Website: _____

Number of Employees: _____

Type of Business as listed in the Yellow Pages: _____

How did you hear about us? _____

Please check the appropriate value(s):

- _____ 1 - 5 employees \$250
_____ 6 - 20 employees \$275
_____ 21 - 30 employees \$350
_____ 31 - 45 employees \$400
_____ 46 - 75 employees \$475
_____ 76 - 100 employees \$525
_____ over 100 employees \$1,000

Add sponsorship opportunities for 2018*:

- _____ \$200 - Winterfest & County Tree Lighting
_____ \$200 - Towson Beautification Program
_____ \$300 - Towson 4th of July Parade
_____ \$450 - Taste of Towson (includes 12 tickets)
_____ \$750 - October Chamber Golf Tournament (includes foursome)
_____ \$1000 - Towson Spring Festival
_____ Other Amount: \$ _____

+ \$30 one-time application fee

= Total Investment \$ _____

*For more information on sponsorship packages, please contact the Chamber Office 410-825-1144

53 YEARS OF COMMUNITY EXCELLENCE!

*Get Connected by Getting Involved with
One or More Towson Chamber Committees*

**Please indicate your areas of interest in one or more
of our committees:**

- | | |
|--------------------------------------|--------------------------|
| _____ Golf Tournament | _____ Retail Development |
| _____ Spring Festival | _____ 4th of July Parade |
| _____ Towson Gardens Day | _____ Marketing |
| _____ Winterfest | _____ Membership |
| _____ Baltimore County Tree Lighting | |

Return this application with your dues
investment made payable to:**

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

**To pay by credit card, please call the Chamber Office 410-825-1144

Please Be Advised!!!!

Internal Revenue Bureau Cumulative Bulletin No 2, page 105 reads: Membership fees or dues by individuals & corporation to a Chamber of Commerce are deductible from gross income as a business expense provided the memberships is employed as a means of advancing the business interests of the individual corporation."



Towson Chamber of Commerce

44 W. Chesapeake Avenue
Towson, MD 21204

info@towsonchamber.com
www.towsonchamber.com



@TowsonChamberOfCommerce
Phone: 410-825-1144
Fax: 410-832-5863

Sponsored By:

StanleyBlack&Decker