

TOWSON LIVE

October 2020

TOWSON
CHAMBER OF COMMERCE

Inside this Issue

Golf Tournament	1
Golf Tournament	2
Feet on the Street	3
New Member Spotlight	4
Member to Member Benefits	5
Advertising Opportunities	6
Consolidated Insurance	7
Mile One/ Felipe's	8
ComForCare Home Care	9
FirstTrust Bank	10
Towson Station Apartments	11
BlueRock Productions	12
Avalon Towson	13
Board of Directors	14
Membership Application	15

TOWSON
CHAMBER OF COMMERCE

THE 56TH ANNUAL

GOLF TOURNAMENT

OCTOBER 26 • 9AM
COUNTY CLUB OF MARYLAND

FOR MORE TICKET INFORMATION
VISIT WWW.TOWSONCHAMBER.COM



56th Annual Golf Tournament



Monday, October 26, 2020

9:00 a.m. Lite Breakfast Fare, Mimosas, Bloody Marys & Registration | 10:00 a.m. Shotgun Start
Beer, wine, cocktails, sodas, Chick-Fil-A & a "cookout" lunch provided

Please indicate the amount you wish to purchase next to the appropriate category:

_____ **Title Sponsorship - \$4,000**

Includes: 3 Foursomes, you're the lunch sponsor and can speak for a few minutes, 12 mulligans and 12 putting contest for group, company branded poker chip ball markers, 3 tee signs, opportunity to network at two holes. You'll be a sponsor of a chamber meeting 70-85 people.

_____ **Corporate Sponsorship - \$900**

Includes: 1 Foursome, acknowledgement in the official tournament program, tee sponsorship, 4 mulligans 4 putting contest

_____ **Chick-Fil-A Sponsor--\$1000** *Includes:* Chick-Fil-A sandwich & logoed bag for all teams, 1 Foursome, 4 acknowledgement in the official tournament program, tee sponsorship, 4 mulligans

_____ **Foursome - \$600**

_____ **Individual Player - \$165**

_____ **Sponsor a tee - \$150**

Includes: signage on the course

Total from above: \$ _____

Optional Additional Fees:

_____ Additional Lunch Guests (\$30 each – *includes cocktails*)

Invite your non-golfer co-workers for lunch after the round!

Please include name(s) of guest(s) _____

_____ Mulligans (\$10 each, or \$75 for 8) **Only 2 per person allowed; purchase of 8 must be for a team*

_____ Putting Contest tickets (\$10 each – *includes 3 balls*)

_____ 50/50 Raffle Tickets (\$10 each)

Grand Total: \$ _____

Payment type (please check one): ☐ Credit Card* ☐ Check ☐ Cash

**If paying via credit card, a 4% service fee will be added to your total.*

To make a credit card payment, call 410-825-1144.

Company: _____ Phone: _____

Main contact e-mail: _____

Player 1: _____

Player 2: _____

Player 3: _____

Player 4: _____

Best Ball format | first through third places | hole in one | basket of cheer | longest drive | closest to the pin | putting contest (win a putter) |

50/50 raffle | win a foursome at Eagles' Nest | win a foursome at Country Club of Maryland

Giveaway raffle (Taylor Made driver & golf balls, 4 CVP gift cards, 4 Ocean Pride gift cards, and more!)

PROPER ATTIRE IS REQUIRED FOR ALL ATTENDEES – NO DENIM

FEET ON THE STREET



NEW MEMBER SPOTLIGHT

Welcome to the Towson Chamber!



BERKSHIRE HATHAWAY
HomeServices
Homesale Realty

Trina Lion

Berkshire Hathaway HomeServices
1 West Pennsylvania Avenue
Suite 110
Towson, MD 21204
(410) 220-0750
Real Estate

**BECOME A MEMBER
TODAY!**

Member-to-Member Benefits

Enjoy these specials offered exclusively for members of the Towson Chamber. Businesses may reference the Chamber Directory, or contact the Chamber office to confirm eligibility.

AAA Club Alliance - Amy Lee, alee1@aaaamidatlantic.com

Plus Membership for the price of a Classic Membership, (savings of \$48.50) for one year. To claim this discount, you must contact the Towson office at 410-616-1580 ext. 4365016, and reference the code TOWSON.

Baltimore Soup Company - Jeff Morris, eat@baltsoupco.com

Let us cater your next meeting or customer event with \$25.00 off your first catering order and 10% off any future catering orders. Order minimum of \$135.00 for all catering orders.

Charles Village Pub - Melony Wagner, melony@cvptowson.com

Complimentary drink for every guest for a Happy Hour party booked (Mon - Fri) (4:00-7:00) (15 guest min); 15% off buffet package for 25 or more guests

Fully Promoted Towson - Jessica Joyce, jessica.joyce@fullypromoted.com

One free digitizing of company logo (\$69.00 value) to all chamber members. Must mention member-to-member promo.

Integrated Pest Services - Sandy Jenkins, service@ipspest.com

10% off of all pest services for Towson Chamber members

RISE Biscuits and Donuts – David Brindza, towson@risebiscuitsdonuts.com

Free Sweet Treat Platter (\$31.95 value) to all Catering Breakfast and Lunch orders over \$100. Monday through Friday. Pickup between 7:30 am and 2 pm. Must mention the Member to Member promo. Place the order at towson@risebiscuitsdonuts.com or call 410-372-3171 Address: 1620 York Rd Lutherville-Timonium, MD 21093

Roland Park Chiropractic – Dr. Silke Laub, DrLaub@rolandparkchiropractic.com

Utilize this link for a 20% special discount on all supplements for chamber members. From Vitamin D or multivitamins, special men's health or women's health supplements: <https://wellevate.me/silke-laub>

Slice of Towson – Paul Rizas, sliceoftowson@gmail.com

20% off any and all 20" XXL Family Sized pizzas

THB Bagels & Deli – Steve Warrick, stwarrick@thbgroup.biz

Free Dessert Platter (\$29.95 value) to all Catering Lunch orders over \$100. Monday through Thursday. Pickup or delivery between 10 am and 2 pm. Not valid for Breakfast orders. Must mention the Member to Member promo. Place the order at www.eatTHB.com or call 443-912-2249

The Point in Towson – Erica Russo, erica@thepointrg.com

20% off to all members for food, beverages and catering. Cannot be combined with any other discount or promotion.

Zerodraft Maryland – Kurt Pfund, kpfund@zerodraftmd.com

NO COST Quick Home Energy Check-up (LED bulbs, efficient-water measures, pipe insulation, etc., installed by a trained energy technician), 5% Chamber discount on Commercial LED Lighting Upgrades, 5% Chamber discount on Home Performance Energy Upgrades

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!



2020-2021 Towson Chamber of Commerce Directory

Reach 10,000 People!

Investing in the Community:

- To help local businesses grow
- To increase job opportunities
- To encourage responsible growth and development of all segments of the community
- To contribute to the overall economic stability of Baltimore County, Maryland

**There will be a zoom
board and member meeting
on Wednesday October 21
at 8:00am. Updated
information will be sent soon.**

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)

Towson Times

Advertise in the Towson Times (costs vary)

Questions?

Contact: Nancy Hafford
nancy@towsonchamber.com



FOR IMMEDIATE RELEASE
Contact: Betsy Korpela
(410-356-9500)

CONSOLIDATED INSURANCE + RISK MANAGEMENT INCLUDED IN IIABA'S 2020 BEST PRACTICES STUDY

OWINGS MILLS, MD, September 8, 2020 – Consolidated Insurance + Risk Management retains its *Best Practices* status, once again becoming a part of an elite group of independent insurance agencies around the United States. This status comes by participating in the Independent Insurance Agents & Brokers of America (IIABA or the Big "I") *Best Practices Study* group. The annual survey and *Study* of leading independent insurance agencies documents the business practices of the "best" agencies and urges others to adopt similar practices.

Since 1993, the Big "I" and Reagan Consulting, an Atlanta-based management consulting firm, have joined forces to study the country's leading agencies in six revenue categories. The agencies comprising the study groups are selected every third year through a comprehensive nomination and qualifying process and awarded a "Best Practices Agency" designation. The agency was nominated by either an IIABA affiliated state association or an insurance company and qualified based on its operational excellence.

The selected *Best Practices* agencies retain their status during the three-year cycle by submitting extensive financial and operational data for review each year. This is the second year of the current three-year study cycle, where over 1,000 independent agencies throughout the U.S. were nominated to take part in the annual study in 2019, but only 262 agencies qualified for the honor. To be chosen, the agency had to be among the 35-45 top-performing agencies in one of six revenue categories.

Dan Workmeister, President, says, "Consolidated is honored to receive the Best Practices status again this year and look forward to continuously supporting our clients through insurance knowledge, business know-how, and community relationships."

Consolidated Insurance + Risk Management was founded in 1938 and offers commercial, personal, surety, and employee benefits products.

Please contact Consolidated at 410-356-9500 or www.consolidatedinsurance.com if you have any questions or to receive a quote.

Founded in 1896, the Independent Insurance Agents & Brokers of America (the Big "I") is the nation's oldest and largest national association of independent insurance agents and brokers, representing more than 25,000 agency locations united under the Trusted Choice brand. Trusted Choice independent agents offer consumers all types of insurance—property, casualty, life, health, employee benefit plans and retirement products—from a variety of insurance companies.

Courtesy of Heritage Mazda,
part of the MileOne Autogroup

The logo for WIN (West Nile Infection Network) features the letters 'WIN' in a bold, sans-serif font. The 'W' is filled with a magenta-to-purple gradient and a halftone dot pattern. The 'I' is a solid dark blue. The 'N' is filled with a blue-to-teal gradient and a halftone dot pattern.

A 2020 MAZDA CX-30

OR
\$20K!

SUPPORTING LOCAL CANCER PATIENTS THROUGH



Transportation



Research



Lodging

All proceeds fund the American Cancer Society's Road to Recovery transportation program which provides rides for cancer patients going to and from treatment in Maryland.

WATCH THE DRAWING LIVE ON DECEMBER 10 AT 12:30PM ON THE MILEONE AUTOGROUP FACEBOOK PAGE.



**\$10
TICKETS**

To purchase, speak to
an ACS representative



**Order online today at FelipesTaqueria.com
or visit us at The Shops at Kenilworth.**

Anybody can open a can...
At Felipe's, we're not just anybody.



THERE'S FRESH...
AND THERE'S
felipe's
FRESH

Live your **best** life possible.

Com**For**Care[™] 
HOME CARE



“I won’t let
aging stop me
from being me.”

We take home care personally.

Services include

- Medication Reminders
- Personal Care
- Transportation
- Light Housekeeping
- Companion Care
- Meal Preparation



410-922-6262

comforcare.com/maryland/carroll-baltimore



Our full-service branch is now open to serve Towson
32 West Pennsylvania Ave
Firsttrust.com/Maryland

A graphic of a rectangular sign with a grey border and a grey ring at the top, hanging from a grey line. The sign has the text "NOW OPEN TO SERVE YOU" in bold, red, sans-serif font. The sign is surrounded by several grey lines radiating outwards, creating a sunburst effect.

**NOW OPEN
TO SERVE YOU**

Serving Maryland since 2017,
Firsttrust Bank is focused on customer service, relationships
and cultivating prosperity for the customers and
communities we serve.

OUR EXPERIENCED MARYLAND TEAM IS HERE TO HELP YOU.

Todd Warren, SVP, Commercial Lending
443-603-5344
twarren@firsttrust.com

Shan Vengada, VP, Community Banking
410-560-8042
svengada@firsttrust.com

PROUD MEMBER OF THE TOWSON CHAMBER OF COMMERCE

CONSUMER BANKING

BUSINESS BANKING

COMMERCIAL REAL ESTATE

TREASURY MANAGEMENT AND MORE



TOWSON LIVE

LIVE
HERE
WORK
HERE
PLAY
HERE



Apts for rent
443-279-2200
Located at
308 Washington Ave.
Towson, MD 21204
1&2
Bedroom Units

What is a grip?



Apple Box?

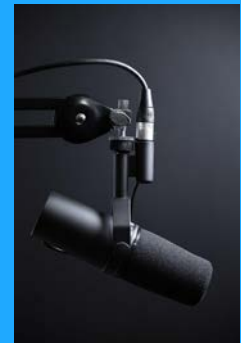
Lav?



The world of video production and filmmaking is a very dynamic and sometimes confusing industry with a whole lot of gear and jargon.

How do you set up a Kino?

If you have a middle school or high school age child that is interested in the wild and wonderful world of videos and movies, we have a special opportunity coming up right here in Towson!



Why is a bag of sand one of the most important items on a set?

The session will be a mix of learning, storytelling and Q&A to give your student an opportunity to grow their knowledge in the media field.

There will also be hands-on demonstrations of some of the most commonly used production items, including the above-mentioned lav, apple box and kino! The goal of the class will be to help your student better understand if they want to pursue the video and movie making field in high school, college and beyond.

If interested, please email Gregg Landry for more information and upcoming class times. Thank you!
Gregg@BlueRockProductions.com



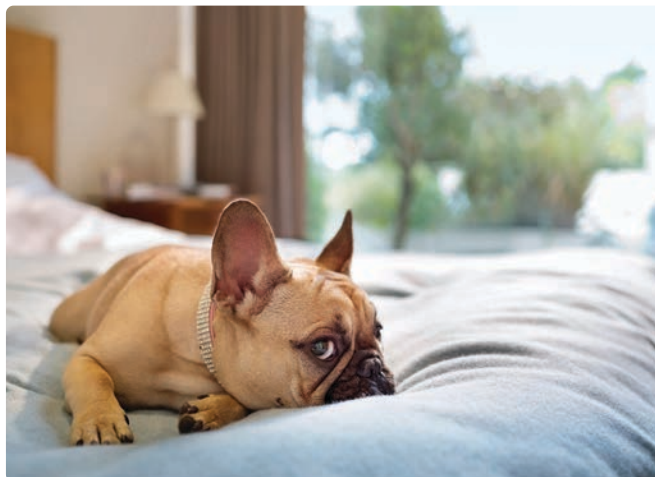
TOWSON LIVE



LIVE ELEVATED.

New Apartment Homes
at Towson Circle.

AVALONTOWSON.COM



TOWSON LIVE

2020-2021 TOWSON CHAMBER BOARD OF DIRECTORS

OFFICERS



Emily Brophy
President
Towson Town
Center Retail



Brandon Simpson
Vice President
Palisades of
Towson



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



C.R. Hogendorp
Secretary
American National
Insurance



Mark Shulman,
DDS
Past President

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Colin Exelby, Celestial Wealth Management

Tom Gronert, UM St. Joseph Medical Center

Sandy Gurchik, Cummings & Co.

Ed Hale, Hale Transport

Nancy Hofmann, LiveTowson.com

Todd Huff, Brooks-Huff Tire & Auto Centers

Daraius Irani, Towson University

Ed Killcullen, Maryland CASA

Gregg Landry, BlueRock Productions

Stephanie Coldren, Goucher College

Kevin Murphy, Conceirge Mortgage

Debbie Phelps, Education Foundation of Baltimore
County Public Schools

Kaitlin Radebaugh, Radebaugh Florist
& Greenhouses

Charles Connolly, The Charles Connolly Farmers
Insurance Group

Joe Shagena, Destiny Mortgage Group

**Towson
Chamber
Staff:**



Nancy Hafford
Executive Director

2020-2021 MEMBERSHIP APPLICATION

Business Name: _____

Contact Person: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Website: _____

Number of Employees: _____

Type of Business as listed in the Yellow Pages: _____

How did you hear about us? _____

Please check the appropriate values:

- _____ 1-20 employees: \$300
_____ 21-30 employees: \$400
_____ 31-45 employees: \$450
_____ 46-75 employees: \$500
_____ 76-100 employees: \$525
_____ Over 100 employees: \$1,000

Plus \$30 one-time application fee

= Total Investment \$ _____

Return this application with your dues

investment made payable to:

Towson Chamber of Commerce

44 W. Chesapeake Avenue

Towson, MD 21204

To pay by credit card, please call the chamber office: 410-825-1144

**Add sponsorship opportunities
for 2020-2021**

**Winterfest & Baltimore County
Tree Lighting**

Towson Beautification Program

Towson 4th of July Parade

Taste of Towson

Chamber Golf Tournament

Towsontown Spring Festival

**For more information on
sponsorship packages, contact 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 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

Phone: 410-825-1144

Fax: 410-832-5863