



GREATER
ROCKVILLE
CHAMBER OF COMMERCE

Empower | Amplify | Elevate

2024 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.

2024 Board of Directors & Chamber Staff

OFFICERS

Chair of the Board - Eric Jodts - Westat
Vice Chair – Pam Clark - Clark Communications
Secretary – Kerri Donnelly - Montcare
Treasurer – Patrick McCloskey - John Marshall Bank
Past Chair – Babita Singh – Wesbanco

DIRECTORS

Brian Barkley – Barkley & Kennedy, Chartered
Chris Brandt - Cornerstone Montgomery
Becky Briggs – Our Gift Biz
Daniel Campos - Campos Financial Group
Joey Chambers – Capital Bank
Latrion (Lacy) Fields - Therapeutic Salon Spa
Stephane Grabina – Excluservice
Dan Helhowski – Beltway Merchant Services
Alton Henley – Montgomery College
Liz Wheeler Julich – Launch Physical Therapy & Fitness Coaching
Leslie Keenan – Intelligent Office
Trinh Le - SERVPRO of Rockville-Olney
Ryan Malet - Shulman Rogers
Samantha Morash – DARCARS Automotive Group
Beth Perell – Beth Perell Communications Consulting, LLC
Joe Perzigian – Morguard (Rockville Town Square)
Cliff Veirs – C. Clifton Veirs Agency
Alberto Zegada – PEPCO

Ex Officio:

Linda Moran – City of Rockville
Cindy Rivarde – REDI (Rockville Economic Development, Inc.)

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

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 weekly friendly reminders to register for events and committee meetings.

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. (Main Street package)
- Opportunity to host networking events at your location (Achiever and above) and be featured in our member newsletter that reaches over 3,000 opt-ins and website.
- Post company news, jobs 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 @rockvillechamberofcommerce
 - LinkedIn @rockville-chamber-of-commerce

Events and Relationship Builders

- **Quarterly Speaker series**: Panel discussions covering topics such as energy, real estate market, cybersecurity, access to capital, economic development many more relevant business topics.
- **Monthly Networking Luncheons**: Lunch at a member restaurant where you get to know the people sitting around you in a slightly more intimate setting. We invite a different nonprofit every month to be a guest speaker, so we can learn about what they do and see what they need. We will add the need in the invitation to the lunch so you can bring items requested, if you'd like.
- **Monthly Cocktails & Commerce**: Monthly networking happy hours, which typically bring over 70 business professionals.
- **Quarterly Young Professionals** events. See website for details or contact Luke at Eastern Title.

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

- **Nonprofit Mastermind**: Tackles issues that impact the nonprofit community and how best to do business in today's market. Time/date tbd
- **Women's Business Mastermind**: An opportunity to learn from one another about issues that might be facing women in business. Meets the 3rd Thursday of every month from 9:00 - 10:00 am on zoom
- **Mastermind for Business Owners: Collaborative Success Hub** – *Dive into a realm of collaboration and mutual support. Our monthly sessions meet the first Tuesday of the month from 8:30 to 9:30 am on Zoom, and are your avenue to navigate through entrepreneurial/business challenges with confidence.*
- **Young Professional Mastermind**: Facilitating business connections and professional development from the perspective of professionals under the age of 40. Meets monthly on the 3rd Thursday at 5pm via zoom. Also had quarterly in person events.
- **Real Estate Group**: Facilitated by Trinh Le. The group brings together anyone who touches the real estate market. Meets in person on the 4th Thursday at 9:30am

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 -3:00pm on zoom.
- **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.
- Makes themselves available for promotional pictures with new member plaques.

The Membership Committee meets on the 2nd Thursday of each month from 2-3pm

- **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. The Marketing Committee meets on zoom the 3rd Tuesday of each month on zoom at 9am

Check our Featured Events calendar on our website or in the MIC for times, dates, locations, and POCs for each of the committee

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, invitations and photographer. Main Street package or above.

Certificates of Origin

We provide free certificates of Origins for chamber members and \$50 each for non-members.

Cost Savings Programs

- **Constant Contact Savings**: The Greater 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 Greater 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.
- **Conference room rental \$100/hr**