



Insiders Know...It's Happening Here!

ADVOCATE

- ◆ Formed the Odenton NOW Coalition, the voice for progress on the Odenton Town Center. Since its formation, seven projects worth over \$265 million have been constructed, three more worth \$17.5 million are moving ahead currently, and four major projects totaling \$960 million constructed value on completion are in the pipeline.
- ◆ Procured funding for construction of infrastructure for the Odenton Town Center to allow development to move forward, including sewer interceptors, water lines, and roads—an investment of over \$27 million in Odenton's future.
- ◆ Provided comprehensive recommendations to County officials in 2009 and 2014 regarding revisions to the Odenton Town Center Master Plan to streamline development process, expedite approvals, and ensure sensible guidelines.
- ◆ Represented the local business community's interests regarding BRAC and other growth at Fort Meade, totaling over 20,000 jobs since 2007 with an additional 4,000 expected in the next three years, and the need for adequate infrastructure improvements, including electricity, water, sewer, and road expansion, to support it.
- ◆ Advocated for increased, dedicated transportation funding to alleviate congestion related to ongoing growth at Fort Meade, resulting in expedited plans to widen MD175 bottleneck between Reece and Rockenbach Roads.
- ◆ Succeeded in keeping MD175 to its present, pedestrian-friendly four lanes through the heart of the Odenton Town Center while supporting widening from MD32 to the Baltimore-Washington Parkway.
- ◆ Supported The Cordish Company's efforts to achieve zoning approval to construct Maryland Live! Casino at Arundel Mills, resulting in creation of over 2,800 permanent jobs in our region and producing up to \$20 million/year in local impact revenues for Anne Arundel County and over \$1 million/day for the State of Maryland.
- ◆ Provided testimony before the Maryland General Assembly on issues affecting our members, including opposing an increase in the minimum wage (resulting in delayed implementation), sales tax on services, mandatory paid time off for part time workers, stormwater fees, and expansion of prevailing wage laws, and supporting BRAC Revitalization Zones, RISE Zones, transit-oriented development, and transit financing.
- ◆ Encouraged Anne Arundel County Council to ease proposed stormwater requirements resulting in a cap on commercial fees, increased credits for developer-provided stormwater improvements, and a phase-in period for implementation.
- ◆ Worked with County Council on bills to ease the granting of site development plan extensions, reduce the penalty on developers for changes in capital allocations for sewer and water connections, and expand the Commercial Revitalization Ordinance to include demolition and reconstruction of buildings, not just façade improvements.
- ◆ Charter member of the Maryland Competitiveness Coalition, founded by the Maryland Chamber to enhance Maryland's standing as a regional, national, and global economic leader.
- ◆ Represented local business interests on the Maryland Chamber's Legislative Committee since 2008, the Odenton Town Plan Oversight Committee from 2008-2013, Anne Arundel BRAC Task Force from 2007-2012, and BRAC Regional Transportation Committee since 2009.

PROMOTE

- ◆ Annually publish and distribute a full-color Community Guide/Business Directory providing the information relocators and residents need about our community and its resources. Widely distributed at Fort Meade, local community and business events. Business Directory is reprinted in *What's Up? West County* magazine, distribution 21,000.
- ◆ Over 2 million member referrals logged annually from the Chamber website, averaging 5,000 per member, with top categories including banking, real estate developers, restaurants/retail, advertising, and health services.
- ◆ Offer over 100 sponsorship opportunities per year to suit any size business, ranging from providing breakfast for a membership orientation to hosting an event at your place of business to becoming a Platinum Corporate Trustee.
- ◆ Annual Back to School Fair at Waugh Chapel offers an opportunity for local schools to reconnect with students before the start of the school year and for Chamber members to promote their services to families. Partnered this year with Greenberg-Gibbons to add live professional entertainment and shopping center-wide activities.
- ◆ Launched West County Restaurant Week to highlight area restaurants and encourage residents to explore local options.

INFORM

- ◆ Worked with Ft. Meade Public Affairs Office to form the Fort Meade Community Covenant Council, leading to enhanced communications between the Garrison and the community. Has resulted in addition of community information and resources, including Chamber discounts, to the Fort Meade website.
- ◆ Annual Tour West County development tour showcases new development throughout the area, including at Fort Meade and NSA, now culminating in a Taste of West County at Maryland Live! Casino highlighting local restaurants.
- ◆ Partnered with Anne Arundel Economic Development Corporation to develop a virtual video tour of Odenton Town Center portraying potential construction, updated in 2014, and to publish the Odenton Retail Market Analysis in 2013.
- ◆ Keep our members updated on growth at Fort Meade, expansion of Maryland Live! Casino, and the ongoing development of the Odenton Town Center through breakfasts, forums and articles.
- ◆ Sponsor Legislative Forums and State of the County Address annually to encourage members to connect with government officials and learn about upcoming issues.
- ◆ Developed a Business Resource Center providing tip sheets on various topics regarding starting or relocating a business authored by Chamber members, with one-on-one consultations available on request, and free monthly Box Talk seminars to help you improve your business skills.

CONNECT

- ◆ Worked with Meade High School to launch the first Signature Program in Anne Arundel County Public Schools, a Homeland Security program that has gained national attention for its success in motivating students and involving the business community in developing career pathways.
- ◆ Active Chamber Military Affairs Committee encourages interaction between the local business community and Fort Meade personnel and their families through annual events such as the Military Family Fun Fair, Armed Forces Week Picnic, National Night Out, Community Council Bake Sales, and Army-Navy Flag Football Game Tailgate.
- ◆ Annual Celebrate Community Awards Dinner with tables sponsored by member businesses honors West County educators, public safety officers, and military service members—the stars of our community.
- ◆ Monthly mixers offer the opportunity to network with fellow chamber members in a relaxed environment, and for our hosts to showcase their business—free to members.
- ◆ Offer an energy cooperative through CQI Associates that can save you the cost of your membership—no cost to participate, deadline for this fall's pool is October 15th, so there's still time to sign up!