



Dear Howard County Chamber Members:

Perhaps by now you have seen the announcements via The Daily Record and/or the Baltimore Business Journal on our recent agreement with the Maryland Chamber of Commerce. Whether you have or not, I want to personally share this exciting news and what it means for your business. The Boards of Directors of the Howard County Chamber and Maryland Chamber recognize that small business is the driving force of job creation in Maryland. We also understand that many of you are wearing multiple hats in your respective businesses and that you are constantly trying to leverage your time, dollars, and resources.

The current regulatory environment threatens our current and future business environment. Our overall success in the global marketplace is directly tied to the state's ability to foster a climate that is competitive and favorable to small business, a sector that makes up almost 92 percent of Maryland's registered companies. As part of efforts to ensure the small business voice is heard at the state house with minimal financial investment, the Maryland Chamber has introduced the Maryland Chamber Federation, a partnership with local chamber member partners of the Howard County Chamber is now one.

Through the Maryland Chamber Federation, any business with **10 or fewer full time employees**, who is a **current paid member of Howard County Chamber**, will receive **FREE** Federation membership into the Maryland Chamber of Commerce. This membership is available to you as long as you have **10 or fewer employees and are a current paid member**.

BENEFITS Include but are not limited to:

- Free Federation membership in the Maryland Chamber of Commerce, adding an additional **\$750 value annually** to your existing membership benefits.
- A team of government affairs professionals aggressively and proactively representing their businesses throughout the year at the state capitol and in Washington, D.C.
- Opportunity to participate in statewide initiatives, surveys and coalitions and to provide feedback that has a direct impact on public policy development.
- Up-to-date information on state issues through legislative e-news, The Leading Voice, grassroots business action updates and calls to action updates during the legislative session.
- Chamber Legislative Briefings, including the legislative update, From the Halls, e-newsletter
- Maryland Grassroots Advocacy Training - The Chamber's issue advocacy education program training businesses on the nuts and bolts of how to effectively lobby elected officials.
- Reduced member pricing for Maryland Chamber signature events.
- Aggressive, proactive General Assembly representation aggregating Chamber "Clout" to oppose initiatives harmful to business and supportive of job growth.
- Access to the members-only side of the Maryland Chamber website and member directory

The implementation of this program will commence in the days ahead. As we move forward, you can take solace in knowing that you will not be overwhelmed with additional emails or correspondence. All correspondence will come from the Howard County Chamber through our regular email channels. You may from time to time receive mailed correspondence from the Maryland Chamber.

In closing, I thank you for your continued support of the Howard County Chamber. We work daily to provide relevant programming and value added services. It is my hope that you this new partnership further supports your business in a positive manner. Should you have any questions or concerns, do not hesitate to contact me. I can be reached at lmccarty@howardchamber.com or 410-730-4111.

Your partner in business,

A handwritten signature in black ink that reads 'Leonardo McClarty'.

Leonardo McClarty, CCE
President/CEO, Howard County Chamber