

1959  2019

60

STRONG

**YEAR IN
REVIEW**

2018-2019

A Message from MCCC President & CEO

This year, the Montgomery County Chamber of Commerce (MCCC) is celebrating our 60th Anniversary. We are 60 Strong!

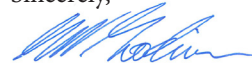
We do world-changing and place-changing things in this county. We are the global gateway for so many incredible technologies. Blockchain technology, Artificial Intelligence, the expanding Internet of Things, and more are advancing rapidly into the global marketplace. What our members do here - in this county, in this state, in this nation - changes the world.

For the past 12 years, it has been an honor to serve as your President & CEO. Over the years, each Chamber Member has told me that you are part of our Chamber because you believe that it is our shared goal to leave our community and our world better than we found it for our children and their children. Your success and the Chamber's success are not only business success - it is community success.

Thank you for the opportunity to serve as your President & CEO. I am so proud to work on behalf of such an inspirational group of leaders who are changing the world. Thank you to our Board of Directors and members, and to the Next Generation of leaders who, working together, will be STRONG for the next 60 years!



Sincerely,



Georgette "Gigi" Godwin
President & CEO
MCCC

{ “The 1959 founders of this Chamber were involved citizens, and I’m equally optimistic...that together our business community will continue to innovate, will continue to develop human potential, and will continue to offer leadership so that our legacy is an even stronger community than what we have now.” }

- **Leslie Ford Weber**, Chair of the Board

2019-2020 MCCC Board of Directors



2019-2020 MCCC Executive Committee

CHAIR OF THE BOARD & LEGISLATIVE AFFAIRS COMMITTEE CHAIR

Leslie Ford Weber*

Director Campus, Government & Community Affairs
John Hopkins University
Montgomery County Campus

FIRST VICE-CHAIR

Jim Young*

Vice President, Corporate Facilities, Services and Real Estate
Marriott International, Inc.

SECOND VICE-CHAIR

Lowell Yoder

Group Vice President, Greater Washington Middle Market
M&T Bank

TREASURER

Andrew S. Bridge

SVP, C&I Relationship Manager
EagleBank

SECRETARY

Annice Cody

President
Holy Cross Health Network
Holy Cross Health

GENERAL COUNSEL

Pamela J. Mazza

Managing Partner
PilieroMazza PLLC

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Office Managing Partner, Bethesda
CohnReznick LLP

AUDIT COMMITTEE CO-CHAIR

Bruce H. Lee

President
Lee Development Group, Inc.

LEGISLATIVE AFFAIRS COMMITTEE CO-CHAIR

Joshua Bokee

Director, Government & Regulatory Affairs
Comcast

ECONOMIC DEVELOPMENT COMMITTEE CHAIR

Mark Terrenzi, LEED AP O+M

SVP of Operations
Colonial Parking, Inc.

ECONOMIC DEVELOPMENT COMMITTEE CO-CHAIR

Stewart L. Edelstein, Ph.D.

Executive Director
The Universities at Shady Grove

INFRASTRUCTURE & LAND USE COMMITTEE CHAIR

Gus B. Bauman, Esq.

Counsel
Beveridge & Diamond, P.C.

INFRASTRUCTURE & LAND USE COMMITTEE CO-CHAIR

Bob Elliott

President and CEO
Lantian Development

SMALL BUSINESS COMMITTEE CHAIR

Erin Allen

President
CONTEMPORARIES, Inc.

SMALL BUSINESS COMMITTEE CO-CHAIR

Kal Attia

Account Executive, Large Group
CareFirst BlueCross BlueShield

REPRESENTATIVE, GovConNet COUNCIL

Ann Sullivan

President and CEO
Madison Services Group, Inc.

MCCC BOARD REPRESENTATIVE TO MARYLAND STATE CHAMBER

Lawrence Duncan, III

Vice President, Federal & State Government Relations & PAC Affairs
Lockheed Martin Corporation

MONTGOMERY COUNTY CHAMBER OF COMMERCE

Georgette Godwin

President & CEO

*Chair Emeritus

Federal, State, and Local Advocacy: Record Wins

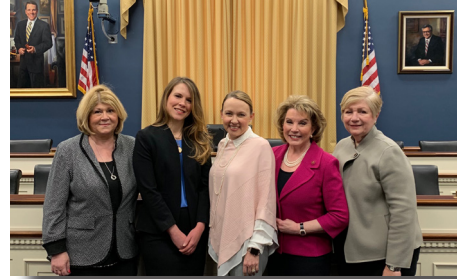


As the voice of business in Montgomery County and Metro Maryland, MCCC engages our members and works proactively with over 100 elected and appointed officials at the federal, state, and local levels to create opportunities for members. During the 2019 Maryland Legislative Session, there were over 2,400 bills introduced. MCCC monitors federal, state and county bills, resolutions and regulations of importance to the business community and takes positions on more than 70 pieces of legislation each year focused on tax reform, business climate, and strategic capital investments.

Federal Advocacy: MCCC Wins Big

Drove Implementation of the Small Business Runway Extension Act

- The MCCC-championed bill, the Small Business Runway Extension Act, was signed into law on December 17, 2018. It has since been included in the Senate Small Business Committee U.S. Small Business Administration (SBA) Reauthorization Draft.
- After the SBA failed to implement the new law, MCCC Board Member Erin Allen (CONTEMPORARIES, Inc.) testified before the House Small Business Committee Subcommittee on Contracting and Workforce at the hearing, "Cleared for Take Off: Implementation of the Small Business Runway Extension Act," urging the SBA to take action.



FOR IMMEDIATE RELEASE
DECEMBER 7, 2018

MONTGOMERY COUNTY CHAMBER OF COMMERCE STATEMENT ON THE PASSAGE OF SMALL BUSINESS RUNWAY EXTENSION ACT OF 2018 (HR 6330)

ROCKVILLE, MD, December 7, 2018 – Yesterday, the United States Senate passed the Small Business Runway Extension Act of 2018 (HR 6330). The bill now goes to the President for his signature. **This bipartisan legislation – spearheaded by the Montgomery County Chamber of Commerce (MCCC) GovConNet Council – lengthens the time by which the U.S. Small Business Administration measures business size through revenue from the average of the past three years to the average of the past five years.** This modification is designed to reduce the impact of rapid growth years, which may prematurely eject a small business out of their size standard. "This bill provides a pathway to growth for small businesses nationwide," said MCCC Executive Vice President Barbara Ashe. "By increasing the amount of time used to calculate revenue, small businesses will have a better chance of transitioning more successfully into midsize businesses."

Advocated for Rejection of Section 809 Panel Recommendation

- MCCC submitted a letter, signed by 27 stakeholder organizations and companies, to the Senate and House Armed Services Committee urging Congress to reject a Section 809 Panel recommendation the Department of Defense eliminate small business set-asides, instituting a 5% price preference instead.
- At MCCC's urging, Senators Tammy Duckworth (D-IL) and Mazie Hirono (D-HI) submitted an amendment to the National Defense Authorization Act to include language rejecting this recommendation.

State Advocacy

Snapshot of MCCC's 2019 State Legislative Session



★ ADVOCACY WIN SPOTLIGHT ★

MCCC fought for several amendments to the statewide minimum wage increase, which were ultimately implemented. These included extending the phase-in period for small businesses. The legislation is now consistent with current Montgomery County requirements.

Key Wins in the 2019 Legislative Session

Education

MCCC advocated for increased funding for:



School Construction



Education/Career Programs

Education Technology Investments



Degree Opportunities

Workforce

- **Veteran Institute for Procurement (VIP)** - The State continued its investment in MCCC's VIP program with \$150,000 included in the Department of Commerce budget.
- **Child Care Tax Credits**: To encourage the attraction and retention of employees, MCCC advocated for an additional \$20 million to expand these tax credits.
- **Furloughed Federal Employees**: MCCC supported the effort to aid federal employees in Maryland who must work without pay during a federal government shutdown.

Business Climate

The Chamber successfully advocated for...



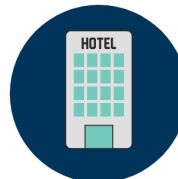
Streamlined Procurement Qualifications



Increased Brewery Production



State Guidance for Small Businesses



Consistency in Short-Term Rentals and Hotels



Expansion of Opportunity Zones

Local Advocacy: 4 Big Wins

MCCC advocacy at the local level focused on the annual operating and capital budgets as well as monitoring and participating in local legislation and land use policy that impacts Montgomery County and Metro Maryland-based businesses.

ADVOCACY WIN SPOTLIGHT

1) Bill 10-19: Legislative Branch - Economic Impact Statements (EIS)- Amendments

MCCC Position: Support

A long-time initiative of MCCC, the County Council is expected to pass legislation that requires an economic impact analysis of every bill at the Council. Each future EIS will include positive or negative effects on tax policy, workforce, employer costs, etc.

2) Bill 36-18

Transportation Demand Management Plan Amendments
MCCC Position: Letter of Concern

3) Bill 7-19

Environmental Sustainability - CPACE - New Construction
MCCC Position: Support

4) Bill 12-19

30-Hour Minimum Work Week
MCCC Position: Oppose

Election 2018

MCCC placed a special focus on the Primary Election and General Elections, organizing informational meetings, hosting candidates for political office, and sharing questionnaire responses for member use.

Developed Relationships with NEW Elected/Government Officials

- **Federal:** Congressman David Trone
- **State:** Department of Commerce Secretary, 10 new state legislators (41.6% turnover)
- **Montgomery County:** County Executive, four new Councilmembers (50% turnover), CAO, ACAO, Procurement Director, Budget Director
 - Served on the County Executive's Transition team

Partnerships

MCCC works with a range of partners, including:



Connecting Business with Policy

Infrastructure and Land Use Committee: Advocated on matters related to the County's Planning Board, Board of Appeals, and Master Plan process, including transportation projects, funding, capacity, and innovative thinking in land use planning and design.

Meeting Topics Included:

- **April 15** – Montgomery County Planning Board Chair Casey Anderson – Montgomery County Trends: A Look at People, Housing, and Jobs Since 1990 (*Pictured*)
- **May 13** – Montgomery County Planning Board Candidate Interviews
- **June 10** – County Council Planning, Housing, and Economic Development Committee Chair Hans Riemer



Legislative Affairs Committee: Led advocacy at the local and state levels, focused on business climate promoting legislation and policies that will keep Metro Maryland competitive in today's global economy.

Economic Development Committee: Led advocacy on state and county economic development issues and initiatives.



Chamber Chat

This webinar series featured presentations from MCCC's Advocacy Team.

Topics Included:

- General Election Recap
- The 411 at the County: New Electeds
- 45th Day Legislative Summary

MCCC Signature Event Participation

MCCC saw tremendous participation by government officials at signature events throughout the year. Attendees included Presidential Appointees, Maryland's Congressional Delegation, state legislators, the Montgomery County Executive, County Council, Board of Education, Planning Board, and officials from numerous State and County departments.

2018 Montgomery County Fall Reception

October 3, 2018 - MCCC members gathered in Rockville to network and engage informally with elected officials. Nearly 100 attendees shared successes and highlights of doing business in Montgomery County as well as challenges and ideas on remaining relevant in a competitive regional and global market.

Right: (Left to Right) Board of Education Member Karla Silvestre, MCCC Board Member Dr. Stewart Edelstein, and Councilmember Andrew Friedson.



2019 Annapolis Reception

January 28, 2019 - MCCC members connected with state legislators at the Governor Calvert House. The event included informal time for networking, as well as remarks by Montgomery County Delegation Chairs Senator Craig Zucker (D14) and Delegate Marc Korman (D16) (*Photo left*).

Snapshot of MCCC's 2019 Membership:

89%

of members renew their membership after one year.



76%

of members have been engaged through MCCC events.

MEMBERS BY INDUSTRY – TOP 5

Information Technology

Government Contractors

Healthcare

Contractors-General/Construction/Trades

Business/Attorneys/Legal/Financial Services

MEMBERS BY LOCATION – TOP 5

Montgomery County, MD

Washington, DC

Prince George's County, MD

Fairfax County, VA

Baltimore County, MD



Chamber After Hours

These networking opportunities are hosted at member venues for members and prospective members.



MCCC Morning Mixer

These events give members access to business-to-business networking in a professional and friendly setting. At each of the nine Mixers, attendees participated in networking and provided 30-second elevator pitches to members and prospects.





LEARN

Business EXCEerator

This series features speakers and curriculum that provide resources and best-practice advice to small businesses in the commercial and government contracting marketplaces.

“The Business EXCEerator series provides our members with access to industry experts, procurement opportunities, and strategies to gain a competitive edge. These meetings have covered a broad range of topics to guide our members and government contractors, accelerating their success in the business community.”

- **Kal Attia**, CareFirst BlueCross BlueShield
Small Business Committee Co-Chair

TOPIC	SPEAKER
Find Your Voice – How to effectively communicate your capabilities to existing and prospective clients in the commercial and federal marketplaces	Wesley Stith , Clark Construction Group LLC Dr. Michelle Street , U.S. Department of Health & Human Services
Meet the Award Winners and Learn From the BEST!	Lisa Firestone , Managed Care Advisors, Inc. Joseph Brown , The Insurance Exchange, Inc. (HUB International) Billy Peel , Datawatch Systems, Inc.
Marketing Strategies - Leveraging Social Media	Nancie McDonnell Ruder , Founding Partner, Noetic Consultants
Follow the Money - Get the Win!	Yvette Williams , University of Maryland College Park Ann Sullivan , Madison Services Group, Inc. Daniel Snyder , Bloomberg Government
Business Development Strategies - The Path to The Cash!	Caryn Kopp , Kopp Consulting
Conference Preparedness - How to Give it Your Best Shot	Ira Koretsky , The Chief Storyteller
Proposal Writing - Strategies on How to Respond to Opportunities	Tina Patterson , Jade Solutions LLC



GROW Member Success Stories

“While networking at the **Annual Dinner**, Denizens met Washington Spirit leadership. As a direct result of that connection, we **grew** our revenue, in addition to sponsoring a community organization we’re proud to **support**.”

- **Julie Verratti**, Denizens Brewing Co.
Chief Brand Officer/Co-Founder

“If we hadn’t attended the **Procurement Conference**, we would not have made the connection that led to a **multi-year contract** with Virginia Contract Activity. The Procurement Conference enabled us to **grow** our business.”

- **Julio C. Parra**, Parra Consulting Group
President & CEO



45th Annual Business Awards Dinner - November 13, 2018
Bethesda North Marriott Hotel and County Conference



Awards Committee Chair
 Jerry Shapiro
 (Shapiro & Duncan, Inc.)

800+
attendees



Robb Wong (left), SBA Associate Administrator for the Office of Government Contracting and Business Development (GCBD) stands with award sponsor Ann Sullivan, President and CEO of Madison Services Group, and Barbara Carson, SBA Deputy Associate Administrator for GCBD.

AWARD	WINNER	SPONSOR
Corporate Achievement	Marriott International, Inc.	PNC Bank
Emeritus Business Leader of the Year	Chet Burrell President and CEO CareFirst BlueCross BlueShield	CareFirst BlueCross BlueShield
Corporate Social Responsibility	Shapiro & Duncan, Inc.	BOLAND Clark Construction Group, LLC
Green Business Innovator of the Year	McDonald's River Road	Montgomery County Departments of Environmental Protection and General Services
Government Partner of the Year	United States Small Business Administration (SBA)	Madison Services Group, Inc.
Business Partner of the Year	Managed Care Advisors, Inc.	Miles & Stockbridge, P.C.
Small Business Leader of the Year	Joseph Brown President and CEO The Insurance Exchange, Inc.	CareFirst BlueCross BlueShield
Spirit of Free Enterprise	Red Coats, Admiral Security, Datawatch Systems	SunTrust Bank
Verl Zanders Emerging Business of the Year	Finalists: Senseonics Holdings, Inc. Earth Treks Blue Corona Winner: Senseonics Holdings, Inc.	Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc.



45th Annual Public Safety Awards Luncheon - March 15, 2019
Bethesda North Marriott Hotel and County Conference Center



Awards Committee Chair
 Steven A. Robins, Esq.
 (Lerch, Early & Brewer, Chtd.)



Largest Valor Award
Ceremony in the D.C. Region



Chartered by the
County Government

AWARD	WINNER	SPONSOR
MCCC Public Safety Champion of the Year	American Legion Department of Maryland	Holy Cross Health
MCCC Public Safety Corporate Vital Link Award	Forensic Medical Unit Nursing Team, Adventist HealthCare Shady Grove Medical Center	TD Bank
Public Safety Government Partner of the Year	Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives (ATF)	Motorola Solutions, Inc.
10 Community Service Awards		
2 Unit Citations		
12 Valor Awards		



NBC News4 Anchor Leon Harris (left) returned as an expert emcee. Board Member Bob Elliott (not pictured) secured NBC Storm Team4 Chief Meteorologist Doug Kammerer (center) as a first-time Public Safety Awards





60th Annual Dinner Celebration - June 4, 2019
Bethesda North Marriott Hotel and County Conference Center



Awards Committee Chair
Pamela J. Mazza
(PilieroMazza PLLC)



AWARD	WINNER	SPONSOR
Visionary Award	Paul J. Wiedefeld General Manager and CEO, WMATA	EagleBank Federal Realty Investment Trust
Legislator of the Year	The Honorable Ben Cardin United States Senate	United Solutions CONTEMPORARIES, Inc.
Public Sector Partner of the Year	Montgomery County Public Schools	CareFirst BlueCross BlueShield
Business Advocate of the Year	Julie Verratti Chief Brand Officer and Founder Denizens Brewing Co.	Maryland Department of Commerce Montgomery College The Universities at Shady Grove WorkSource Montgomery
Chair's Award	Pamela J. Mazza Managing Partner, PilieroMazza PLLC	_____

To commemorate MCCC's 60th Anniversary, proclamations were presented at the Annual Dinner by the Maryland Governor's Office, Congressman David Trone, the Montgomery County State Delegation, and Montgomery County Executive Marc Elrich. Congressman John Sarbanes and the Montgomery County Council each presented MCCC with 60th Anniversary citations outside of the event.



Past Chairs of the Board celebrate the Chamber's 60th Anniversary.



Board Chair Leslie Ford Weber celebrates the beginning of her second term.



★ MCCC's Government Contracting Network (GovConNet) advocacy and programs support MCCC's government contractors. MCCC is the **only** chamber in the nation leading federal advocacy efforts for small, medium, and large government contractors and is recognized as a thought leader on these issues.

“ I want to commend MCCC for all of its tireless efforts to promote Montgomery County businesses in Federal contracting. Our spending has increased in Montgomery County since I began working with [MCCC] in 2011. My agency has obligated over \$281 million since 2011 to Montgomery County businesses. ”

- U.S. Nuclear Regulatory Commission Small Business Program Manager

Pathway to Growth Procurement Conference - May 17, 2019 The Universities at Shady Grove



800+
attendees



100
exhibitors



70+
speakers



30+
government
agencies



U.S. Senator Chris Van Hollen (center) has served as Honorary Chair for 15 years.



This year's expanded Expo Hall featured 100 exhibitors.

Subcontracting Roundtable Discussions

MCCC convened small businesses, large primes, and government and private sector experts on Capitol Hill for a series of discussions exploring current policies and possible changes to increase small business participation in the federal market. Participants included the Office of Management and Budget, SBA, the GovConNet Council, and the U.S. Senate and House Small Business Committee staff.



Agency Outreach Events

NOAA Small Business Industry Day - April 4, 2019

MCCC GovConNet Council partners with various federal agencies to provide members with access to Federal Government officials, prime contractors, and professional service providers. This event had over 300 attendees.

MCCC 2019-2020 GovConNet Council

The GovConNet Council is comprised of government contracting industry experts who develop GovConNet programs and provide industry-specific advocacy. The Council advises the MCCC Board of Directors on how best to direct resources to ensure the continued success of the contracting community. The Council's mission statement is, **“to promote the economic impact of the federal government presence and to advocate on behalf of the contracting community for business opportunities.”**

Aronson Capital Partners

Larry Davis
Managing Partner

Aronson LLC

Alexandra “Lexy” Kessler, CPA
Partner

Aronson LLC

Barbara W. Morgan
Director, Government Contract
Services Group

Aronson LLC

Tom Marcinko
Principal Consultant

Bloomberg Government

Donald Thomas
Head of Government Contracting
Business

CohnReznick, LLP

Christine Williamson, CPA
Partner

CohnReznick, LLP

Rebecca Kehoe
Manager

Gov Contract Pros, LLC

John Shoraka
Co-Founder/Managing Director

GovTech

Kevin Fitzpatrick
CEO

HUB International, Inc.

Joseph “Jody” Buyalos
Executive Vice President

HUB International, Inc.

Jeremy Welsh, CLCS
Vice President

Johns Hopkins (Board Chair)

Leslie Ford Weber
Director Campus, Government &
Community Affairs

Live Oak Bank

Patrick Kelley
Vice President of Strategy

Live Oak Bank

Erin Andrew
Managing Director

Live Oak Bank

Jackie Robinson-Burnette
Industry Expert, Government
Contracting Team

Live Oak Bank

Kenneth Dodds
Industry Expert, Government
Contracting Lending Team

Lockheed Martin Corporation

John A. Zuccaro
Manager, Global Supply Chain
Operations
Space Systems

Madison Services Group, Inc.

Ann Sullivan
President & CEO

Miles & Stockbridge, P.C.

Alfred Wurglitz
Principal

Miles & Stockbridge, P.C.

Gene Schleppenbach
Principal

Miles & Stockbridge, P.C.

Stephen Ramaley
Associate

Miles & Stockbridge, P.C.

Daniel S. Koch
Counsel

Montgomery County Department of Procurement

DeVance Walker, Ph.D.
Senior Manager, Business
Procurement Development

National Government Services

OST Global Solutions

Olessia Smotrova
Capture and Proposal Manager

PilieroMazza PLLC

Pamela J. Mazza
Managing Partner

Sandy Spring Bank

Frank Merendino
Senior Vice President & Team Leader
Government Contractor Lending
Group

Unanet

Rich Wilkinson
Director, Solutions Engineering

White Oak Business Capital, Inc.

Kysha Pierre-Louis
Chief Operating Officer/Chief Credit
Officer

MCCC

Georgette W. Godwin
President & CEO

MCCC

Barbara Ashe
Executive Vice President



Veteran Institute for Procurement

The National Center for Veteran Institute for Procurement (VIP) is the country's first-ever and only educational training center for owners, principals, and C-level executives of service-disabled and veteran-owned small businesses to accelerate their success in the federal marketplace. The Montgomery County Chamber Community Foundation (MCCCCF) launched VIP in 2009, and trains 250 companies annually. VIP is a 27-hour, 3-day comprehensive certification program instructed by professional service experts, government officials, and agency representatives.

VIP celebrates its 10th Anniversary on September 10, 2019. This year, VIP was honored to add its first NASA astronaut, retired Col. Paul Lockhart, to its list of graduates. Col. Lockhart flew two space missions to the International Space Station and has logged over 5,000 flying hours in more than 30 different aircraft and the Space Shuttle.

1,304

veteran-owned businesses have graduated from the VIP programs.



63%

average growth of graduate companies 1 year after graduation.



is designed for new veteran-owned businesses that want to enter or expand their business growth into the federal marketplace through the best business practices. **292** veteran-owned businesses have graduated from **37** states, Washington D.C., and Guam. VIP START was launched in 2016.



is designed for established veteran-owned businesses to increase their ability to win government contracts by establishing best practices. **880** veteran-owned businesses have graduated from **49** states, Washington D.C., and Guam. VIP GROW was launched in 2009.



is designed for VIP graduate veteran-owned small businesses that want to enter and/or expand their federal and commercial contracting opportunities overseas. **132** veteran-owned businesses have graduated from **22** states, Washington D.C., and Guam. VIP INTERNATIONAL was launched in 2017.



VIP AEROSPACE will launch in 2021 to educate and connect veteran-owned businesses to the growing opportunities in this industry sector.

The VIP Marketplace is a keyword-searchable online platform that connects VIP graduate companies with other graduate companies, government agencies, and prime government contractors. Users can easily find teaming opportunities, procurement-ready partners, and contractors that match their requirements. The VIP Marketplace currently has **21** government and large prime organizational users and nearly **600** Veteran-Owned-Small-Business (VOSB) and Service-Disabled-Veteran-Owned-Small-Business (SDVOSB) users.

VIP Sponsors

GOVERNMENT PARTNERS



Funded in part through a Cooperative Agreement



CORPORATE SPONSOR



SUSTAINING PARTNER



SPONSORS



Bank of America Merrill Lynch | BOLAND | Clark Construction Group, LLC | Information Systems Solutions, Inc. (ISS) | Manor Country Club | Montgomery College | Penan & Scott, P.C. | Perfecta | The Gatewood Group | HUB International | White Oak Business Capital, Inc. | William F. Bolger Center



Montgomery County Green Business Certification Program

In 2008, MCCCCF partnered with the Montgomery County Department of Environmental Protection and Montgomery College to create the Montgomery County Green Business Certification Program. This is a voluntary county certification program that recognizes businesses that reduce their ecological footprint.

New! MCCC connected the Montgomery and Prince George's County Departments of Environmental Protection in order to expand the Green Business Certification Program to Prince George's County.

Public Safety Scholarship

There was a record number of scholarship funds raised this year for the Public Safety Scholarship Fund at Montgomery College - **\$12,000**. The scholarship is targeted to students who are children of a Montgomery County fallen, law enforcement officer, firefighter or other public safety professional or volunteer with a Montgomery County public safety agency.

“Growing up in a public safety family and 'sharing my father with people in need, it was truly my honor to be a recipient of the Montgomery County Chamber of Commerce Public Safety Scholarship.”

- Montgomery College Student



In the Press

“We have so many other communities that are being built right now that are livable, walkable, work-play kind of environments. That’s where the world is going and that’s where [White Flint Mall] will go too,” said Godwin.”

(What’s next for the former White Flint Mall?, ABC7-WJLA)

“A MCCC survey of its membership during the second half of the shutdown revealed that some firms had already laid off workers,” said Barbara Ashe, who runs the Chamber’s government contracting programs. “And with over a month of lost revenue, every contractor will struggle for the rest of the year,” Ashe said, “especially smaller companies that tend to operate on thinner margins.”

(‘It feels like we are still hostages’: Federal contractors who lost health insurance during shutdown remain in limbo, Washington Post)

“As evidenced by the Bloomberg data, Montgomery County businesses that respond to government procurements win big,” said Georgette “Gigi” Godwin

(Montgomery County Chamber of Commerce Hosts 15th Annual Procurement Conference, Yahoo Finance)

“...the game’s not over, there’s still opportunity,” said Gigi Godwin

(Maryland hoping for second look from Amazon after New York HQ2 falls through, ABC7)

“The Montgomery County Chamber of Commerce is among the groups opposing the change that it says puts additional restrictions on developers and owners.”

(New Limits on Parking Spaces Being Debated, Bethesda Beat)



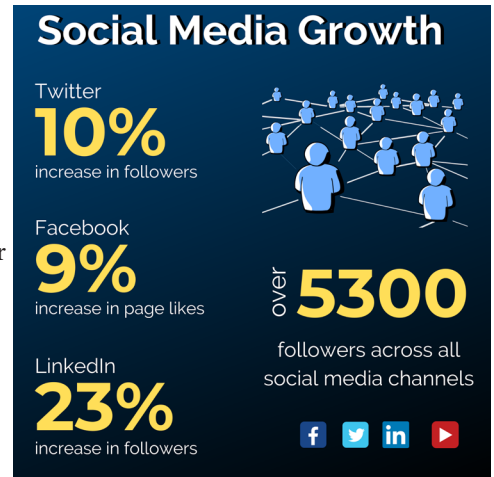
MCCC was also featured in:

- Greater Greater Washington
- Federal News Network
- Maryland Matters
- *The Sentinel*
- WDVM
- MyMCMedia

Social Media

MCCC experienced significant growth in engagement on its social media channels due to the implementation of new strategies, including:

- **The Selfie Challenge** – During Morning Mixers, attendees used #MCCCMixer, tagging MCCC in their posts. The photos were shared across MCCC social media and email communications, promoting member companies and increasing MCCC's media assets.
- **Signature Event Branding** – More event hashtags and customized URLs led to increased participation and better engagement tracking around the events.
- **Higher Frequency of Posts** – This led to an increase in social media followers, more media inquiries and engagement, and improved brand awareness.



New! MCCC Member News is a new member benefit. It provides MCCC members with a fast, efficient way to amplify their news, events, and products by featuring them on MCCC's social media channels.

Advertising New!

For the first time, MCCC utilized *Bethesda Magazine* and *Business Wire*.

- MCCC was featured in *Bethesda Magazine's* Newcomers Guide in the form of a full-page ad.
- MCCC events were featured on the *Bethesda Beat* website and in electronic newsletters.
- From January 1-June 30, 2019, every *Bethesda Beat* newsletter featured an ad from MCCC.
- The use of *Business Wire* led to a story on the Procurement Conference in Yahoo! Finance.



Video New!



Board Testimonials: MCCC Board Member and guest testimonials were recorded at the 2019 Public Safety Awards and 60th Annual Dinner. The first of these videos was shown during the Annual Dinner. In FY20, testimonials will appear on MCCC's YouTube channel, website, and in various communications.

Advocacy Updates: This web series was created to highlight policy areas of interest. By creating more video content, MCCC can reach a broader audience and identify issues with which members are most interested.

Website New!

For the first time, MCCC utilized Google Analytics to analyze website usage trends. From November 2018 to June 2019, the MCCCMD.com saw rapid growth in monthly pageviews and users. May 2019 was the busiest month for website traffic, with the marketing and promotion of the Procurement Conference and Annual Dinner leading to over 4,000 new users in that month.

MCCC's Advocacy website received a major overhaul. By publishing policy positions and priorities, MCCC received additional media coverage and created easier access to policy positions for members.

Operational Best Practices

- **Clean Audit:** MCCC received a clean unqualified audit opinion with no journal entries or Management Letter for the seventh consecutive year.
- **Government Grants:** MCCC managed complex Federal and State grants for the sixth consecutive year meeting stringent compliance standards.
- **Critical Risk Categories:** MCCC continued to tighten controls on critical risk categories: insurance, tax and financial reporting, secure personnel and customer data.
- **IT Upgrades:** MCCC continued to enhance its IT to ensure greater cybersecurity and information systems operations. This included a new firewall, email system, website, and server, as well as migrating to SharePoint.



MCCC 2019-2020 Staff

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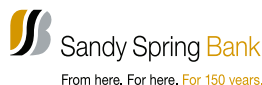
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MONTGOMERY COUNTY

Strategic Partners







SIGNATURE EVENTS

October 3, 2019

MCCC 2019 Legislative Reception

Trapezaria Kuzina, Rockville Town Center

November 21, 2019

MCCC Business Awards Dinner

Bethesda North Marriott Hotel and County Conference Center

March 13, 2020

MCCC Public Safety Awards

Bethesda North Marriott Hotel and County Conference Center

May 15, 2020

MCCC GovConNet Procurement Conference

The Universities at Shady Grove

June 4, 2020

MCCC Annual Dinner Celebration

Bethesda North Marriott Hotel and County Conference Center

MONTHLY EVENTS

After Hours

Morning Mixers

Business EXCElERators



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MCCC is proud to be
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