

A monthly publication of the Calvert County Chamber of Commerce.

P. O. Box 9 Prince Frederick, MD 20678-0009 (located at 120 Dares Beach Road)

www.calvertchamber.org (410) 535-2577

calvertchamber@calvertchamber.org

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*You Are Cordially Invited to the 7th Annual
Chocolover♥s Affair!*

February 4, 2012

7:00 to 11:00 p.m.

Holiday inn Conference Center & Marina

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Asbury ~ Solomons Island

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Holiday Inn Conference Center & Marina

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*Come join us for a silent auction, dancing, delicious
hors d'oeuvres and decadent chocolate desserts and then
cast your vote for the winner of the
"People's Choice Award" for the best dessert creation.*

(See enclosed flyer for more details)

CHANGES for BUSINESS AFTER HOURS!

Pricing: Starting with the November BAH, the admission price at the door will be the same as the price to register ahead of time for a Business After Hours, \$5. Non members pricing will remain the same, \$20, but non-members will receive a receipt that will deduct the \$20 from their membership application if they join within 30 days of the receipt. The Chamber understands that schedules change and members sometimes find that they can, indeed, attend a BAH, after all. We certainly encourage everyone to attend when that happens but we always encourage everyone to make a reservation ahead of time when at all possible--it helps us give the host business a better head count for catering purposes.

Hosting a BAH in 2012: The Chamber is now taking names of businesses who wish to host a BAH in 2012. Because of the number of businesses interested in hosting the event the Chamber will use a lottery system to book the first six months of the year, then will use another lottery to book the last six months of 2012. Please contact Cathy Wehrle at 410-535-2577 or at membership@calvertchamber.org if you are interested in knowing more about how you can market and bring people to your business by about hosting a BAH.

The Navigator is published by

The Calvert County
Chamber of Commerce
P. O. Box 9
Prince Frederick, MD 20678-0009
www.calvertchamber.org
calvertchamber@calvertchamber.org

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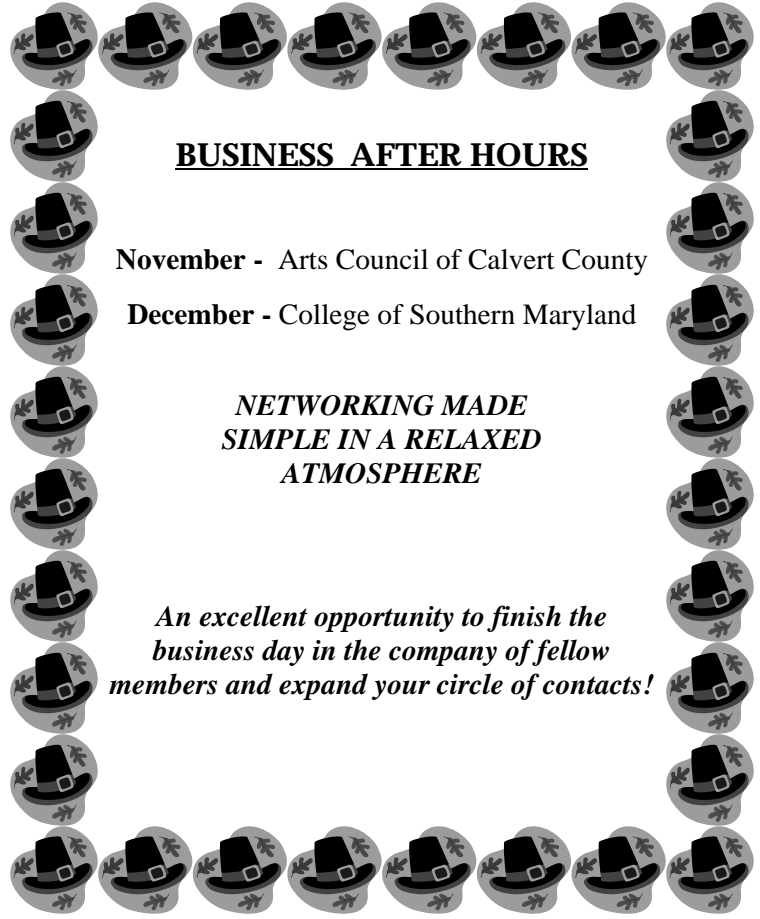
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BUSINESS AFTER HOURS

November - Arts Council of Calvert County

December - College of Southern Maryland

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members and expand your circle of contacts!*

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*For information on the Corporate Partner Program
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34 Participants Providing Various Discounts to Chamber Members

In today's changing economy the Calvert County Chamber of Commerce provides many valuable resources to help businesses succeed. Among these are member to member discounts available exclusively to Chamber members and their employees.

- | | | | |
|---|--|--|------------------------------|
| Alexander Chiropractic Center | American Bellydance, LLC | Arbonne International, Victoria Ronan | Arc of SO MD Chapter |
| Armory Road Self Storage & 231 Self Storage | B-Sure Home Inspection | B&L Biz, Lynda Adams | |
| Calvert Business Machines/One Source | Cash Flow Plus | Choice Floor Center | DiGiovanni's Dock of the Bay |
| Discount Realty Services, USA Sandra Monger | Dunkirk Chiropractic & Wellness Center | Expressions Catering | |
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| | | Your Silver Lining, Barbara Huber | |

Visit www.calvertchamber.org for a list of discounts available to you as a Chamber member or call (410) 535-2577 to find out how you can provide a discount to your fellow Chamber members!

Press Releases

You Can Have New Beginnings at the: SMHEC Open House on Thursday, November 3, 4-7 p.m. . . . Representatives of over 90 graduate and bachelor programs that are presented at the Southern Maryland Higher Education Center by 14 universities will be at the Center's Open House Thursday, November 3, from 4:00 to 7:00 p.m. The SMHEC campus is located at 44219 Airport Road, in California Maryland. All of the classes for the academic programs are presented at the Center, including six doctorates, in engineering, education, and human resources management. There are 52 masters' degrees at SMHEC in **engineering, management, education, counseling, social work, human resources management and a new master's degree in engineering management and systems engineering, from George Washington University.** There are also 15 bachelor's completion degrees in engineering, management, business, information systems management and two B. A. degrees in early childhood education. SMHEC is welcoming new Universities this year including **Stevenson University with a B.S. in Nursing** that is starting in Spring of 2012. Classes at SMHEC are offered during evening hours, Saturdays and weekends. Take classes right here in Southern Maryland and **get a degree from a world-class university** at SMHEC, such as Johns Hopkins University, George Washington University, Towson University, Catholic University, University of Maryland College Park, and more. Find a new beginning for yourself by attending the **SMHEC OPEN HOUSE, Thursday, November 3, from 4-7 p.m.** For additional information call **SMHEC at 301-737-2500**, or visit the website at www.smhec.org. The summer SMHEC Open House will be Thursday, March 22, 2012.

The Origins of the War of 1812 On Thursday, November 10, 2011 at 7pm, Jeff Korman, manager of the Maryland Department (Maryland State Library Resource Center, Enoch Pratt Library), will do a presentation on the origins of the War of 1812 at Calvert Library, Fairview Branch in Owings, Maryland. This program reviews the events that forced the U.S. to sever ties with England and officially go to war. As Maryland celebrates the 200th anniversary of the War of 1812, it is important to know that the origins of this War date back to the early years of the 19th century, well before war was declared. Most people know that impressment of sailors was a major issue with Britain but are not aware that complicated diplomatic maneuvering and a series of skirmishes on the high seas between the two countries had existed for years- not to mention the role played by Napoleon. Join us as Korman helps us understand what the War was really about. Registration appreciated. Call or register online at calvert.lib.md.us. For more information call Lisa Tassa at (410) 257-2101.

Search for Your Ancestors at the Calvert Library . . . Join us on Saturday, November 19, 2011 at 10:00am at Calvert Library Prince Frederick to welcome a former Calvert Librarian and Reference Supervisor, Kathie Eichfeld who will help participants search for information about their ancestors. Kathie has years of experience compiling biographical and genealogical data and will present the genealogy databases available at Calvert Library. She will also show other websites that can help with the search. Along with Kathie, Conni Evans who has done extensive research overseas can answer questions on the strategies to use when searching for far-flung forebears. For more information, please call Calvert Library at 301-855-1862 or 410-535-0291 or visit us online at <http://calvert.lib.md.us>

CSM Breaks Ground on Phase II of Prince Frederick Campus With shovels in hand, College of Southern Maryland students, faculty, administrators and elected officials put blades to the earth and broke ground for the second building on the Prince Frederick Campus Sept. 27. The event also celebrated the anticipated naming of the nuclear engineering training lab in recognition of Constellation

Energy Nuclear Group, LLC (CENG). Four years ago, the Prince Frederick Flagship Building opened for classes and almost immediately reached capacity. This second building will add 30,000 square feet of space for classrooms, faculty offices, computer labs and a fitness center. Nearly 3,000 square feet of space will be dedicated to a multipurpose room that will host conferences, lectures, cultural events and concerts with another 3,000 square feet dedicated to the Center for Nuclear Energy Training (CNET). Funding for construction of the second building came from state and county government sources. "Because we are a regional community college, the state will pay 75 percent of the cost of the building; and we'll ask the community to pay the other 25 percent," said CSM President Dr. Brad Gottfried. In partnership with CENG and through its donations of more than \$300,000, CSM developed the Nuclear Engineering Technology (NET) associate's degree programs, a welding lab at CSM's Center for Trades and Energy Training (CTET) in Waldorf, a cooperative education program for students in the NET program and student scholarships. Describing the day as also a celebration of partnerships, Gottfried said the partnership with CENG has been an unqualified success. "At the ceremony, George Gellrich, site vice president, CENG, Calvert Cliffs Nuclear Power Plant presented Gottfried with a \$100,000 check to support the NET program in the new nuclear engineering technology lab, which will be named for CENG as recognition for all of their generous donations to the college. "We want to raise leaders," said Gellrich. "About 50 percent of our employee body is going to retire over the next five to 10 years." Over the summer, 18 CSM students in the NET program served as paid interns at Calvert Cliffs Nuclear Power Plant, according to Gellrich. "The results have been fantastic," he said, adding that plant employees are excited to see these students return after they graduate. For information on room naming opportunities for Phase II of Prince Frederick Campus, visit www.csmd.edu/Foundation or call 301-934-7649. To view architectural drawings of Phase II and photos of the Groundbreaking Ceremony, visit <http://www.csmd.edu/News/MediaResources/11pf2gb.html>.

Southern Maryland Piano Competition Expands Its Awards Deadline of Jan. 13 Set for High School Pianists to Apply to Compete Expanded opportunities for high school pianists to be recognized for their talents will be available during the fourth annual Southern Maryland Piano Competition to be held April 28 and 29, 2012 at the College of Southern Maryland's Prince Frederick Campus. The high-level juried competition is open to any high school student within the region as an opportunity to promote piano performance and reward and encourage young pianists within Southern Maryland. This year's competition will include expanded opportunities to recognize pianists by awarding a grand prize as well as awards for best performances of a Baroque or Classical work as well as of a Romantic or Contemporary work, both at the freshman/sophomore level and the junior/senior level for both categories. Committee chair and CSM Professor Dr. Stephen Johnson said the competition is an opportunity for talented, young artists within Southern Maryland to showcase their level of musical expression and technical excellence. Deadline for applications for CSM's and ArtLinks Southern Maryland Piano Competition is Jan. 13, 2012. The auditions will be on Saturday, April 28 on the piano, which is the centerpiece of the college's Ward Virts Concert Series and located at the Prince Frederick Campus. The piano was given to the community by the Ward Virts Piano Project Group as a tribute to the late Ward Virts, a talented concert trained pianist from the region who died in 1993. The performance on April 29 will feature the competition winners. The finalists will also be presented with certificates and cash awards. Applications as well as the competition rules are available at www.csmd.edu/SoMdPianoCompetition.

More Press Releases

Gateau Physical Therapy Announces the Opening of the First Medically Oriented Gym in Maryland . . . Gateau Physical Therapy and Sports Medicine in California, Maryland announces the opening of the first Medically Oriented Gym (M.O.G.SM) in Maryland. November 8, 2011 will mark the long-awaited opening of the M.O.G.SM at Gateau Physical Therapy. The newly constructed facility is located on Camden Way, adjacent to the new Gateau Physical Therapy office, behind BJs at the intersection of Rt. 235/Three Notch Road and Rt. 4/St. Andrews Church Road. Gateau Physical Therapy and Sports Medicine, 2011 recipient of the Leading Edge Award for Small Business of the Year, moved into the Camden Way property in October 2011. With the opening of the Medically Oriented Gym, which will be associated with and integrated into GPTs very successful physical therapy practice, Gateau Physical Therapy and the M.O.G.SM will "Bridge the Gap Between Medicine and Fitness". The M.O.G. SM is a one-of-a-kind, community-based, family-oriented, fitness and health facility. The Medically Oriented Gym will occupy 4700 square feet of Gateau's new space and will be dedicated to state of the art LifeFitness, TechnoGym, and Hammer Strength cardio and fitness equipment, as well as free weights, kettle bells, and physioballs, just to name a few. The M.O.G. SM will be staffed by experienced, highly-skilled, and licensed Physical Therapists, Physical Therapist Assistants, as well as Exercise Physiologists. Each M.O.G. SM member will receive a complete, comprehensive fitness assessment, including medical history, activity profile, diet questionnaire, blood pressure, heart, and respiratory rates, body weight, body-mass index, waist circumference measurement, and VO2max measurement. A personalized exercise program will be developed based on the member's physical condition and fitness experience, in addition to the results of the M.O.G. SM assessment. M.O.G. SM staff will work with each member to develop reasonable short and long term fitness goals and during each visit, exercise professionals will offer personal attention and safe programming as they monitor member's technique. The Medically Oriented Gym will host monthly educational seminars on a variety of topics. According to Ellie Sweum, PTA, CPT, and Clinical Director of Gateau Physical Therapy, "Exercise is Medicine. Everyone from fit to frail would benefit from this highly successful model. As a society, we have become less active and more unhealthy. Gateau Physical Therapy and the Medically Oriented Gym plan to actively make a difference." For more information, contact Ellie Sweum at elliesweum@gmail.com or at 301-862-5177 or visit Gateau Physical Therapy and Sports Medicine's website at www.gateaupt.com.

"SMCN's 5K Resolution Race" . . . Southern Maryland Community Network will be hosting its 5th Annual 5K Resolution Race on Sunday, January 1, 2012. Our Annual Race is a portion of the Chesapeake Bay Running Club's Grand Prix event. It is hosted by and benefits SMCN, which will use the funds to assist individuals living with mental illness in Southern Maryland. Join us as we bring in the New Year with a healthy, family-friendly activity! Entry fees are \$25.00 for a single participant. Awards for top male and female by age group will be given while we serve hot soup and cider after the race. Register at www.active.com; download a registration form from our website at www.somdnetwork.org; or register the day of the race beginning at 8:00 a.m. For more information contact us at: 410-535-4787.

Leadshare to host "Holly Day Open House" . . . Yule need to make your list and check it twice, so that you don't miss LEADSHARE'S annual Holly Day Open House on Tuesday, December 20th from 8:30-10:00 a.m. at Chesapeake Church. Though the cold weather outside may be frightful, the breakfast and friendship will be delightful—compliments of Maryland Country Caterers and LEADSHARE! Cost, because God has blessed us every one, is a donation to End Hunger. For more information about this event, or to join LEADSHARE, contact Raleigh Weckbaugh at 410-2953 or simplysendcards@yahoo.com

ABC7/WJLA-TV Meteorologist Doug Hill Comes to the Calvert Library . . . Meet local rock star of rain, Doug Hill, at Calvert Library Prince Frederick on Thursday, November 17 at 1pm. The National Active and Retired Federal Employees Association (NARFE) is partnering with Calvert Library to bring meteorologist and broadcaster for ABC7/WJLA-TV, Doug Hill to talk about his background, how he came to live in Calvert County, how the bay affects local weather patterns and other interesting topics. There will also be time to answer questions from the audience. This event is free and open to the public. For more information, call 410-535-0291 or 301-855-1862.

InlineAdz Brings Brand Exposure to Calvert Businesses . . . "InLineAdz is proud to announce they have just completed their 3rd installation of their innovative concept of placing digital marketing signs in local businesses, like Sneades Ace Home Center of Lusby. This new screen joins the two other locations in Roland's of Chesapeake Station & Sneades Ace Home Center of Owings." The newly formed relationship between Bruce Powers and the Calvert County Chamber of Commerce will benefit the local businesses in the area. Bruce Powers of Chesapeake Beach, MD & InLineAdz have been doing business in our area since early 2011, and along with having a 4th location coming to the AMF Waldorf Lanes in Waldorf, MD; Bruce has been one of the top representatives in the company providing excellent customer service and programs for local businesses to increase their brand exposure. For more information contact bruce.powers@inlineadz.com or visit www.inlineadz.com."

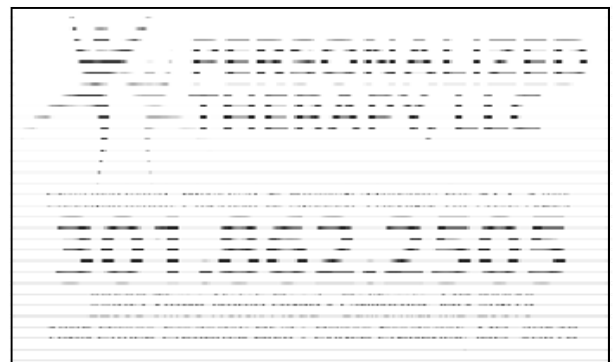
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Have business information you feel might be useful to share with other Chamber Members? Email Sharon Stuart at (sharon@calvertchamber.org)
Deadline for submissions is the 12th of each month. Space fills up quickly so the earlier you submit an article the better chance you have for it to be included. Due to space limitations, the Chamber reserves the right to edit press releases received.

CHAMBER COMMITTEE INFO

AMBASSADORS

Considered the goodwill arm of the Chamber, Ambassadors serve as the Chamber's primary liaison to new members and play an essential role in member recruitment, communication and retention. They represent the Chamber at a variety of functions, including ribbon cuttings Business After Hours events and new member orientations. In return, Chamber Ambassadors experience above average networking opportunities and maximize their business and social potential. The committee is co-chaired by Darren Rickwood and Brian Compton and they meet **quarterly on the 1st Thursday of the month**. The New Member Orientation is run by the Ambassadors Committee and is open to new and prospective members as well as existing members. This is a great opportunity to network, introduce themselves and their business and find out about the benefits of Chamber membership. The next orientation will be held on **Thursday, January 5th, 2012** at 8:30 a.m. at the Chamber. There is no cost to attend but reservations are required. Please call 410-535-2577.

LEADSHARE

LEADSHARE members recently tallied up how valuable being a member of this networking group has been to its membership, and while all the data is not in yet, here is some interesting information:

- 3 people joined the Calvert County chamber of Commerce expressly so they could join LEADSHARE.
- Over 50 leads/referrals have been generated by the current and former LEADSHARE members
- These referrals have resulted in an additional \$103,080 in revenue by the businesses that participate twice a month in LEADSHARE

We currently have 15 non-competing business members, but have openings in the area of real estate, retail, medical and dental practices, interior design, etc. Meetings involve the sharing of referrals, networking, events, "best practice" ideas for improving one's business and presentations by individuals and guest speakers. Meetings are at the Chesapeake Church in Huntingtown on the **1st and 3rd Tuesday** of each month at 8:30 a.m. contact Raleigh Weckbaugh at 410-610-2953 or simplysendcards@yahoo.com

GOVERNMENT AFFAIRS

Chaired by Mark Davis, the Government Affairs Committee meets on the **2nd Tuesday of each month** at 4:00 p.m. at Davis Upton, & Palumbo, LLC in Prince Frederick. Their main focus is identifying important public issues at the local, state and federal levels of government and working to influence positive outcome. Their efforts include building relationships with legislative leaders and helping Chamber members to understand policies that can impact how business is done in Calvert County.

WOMEN to WOMEN

Women to Women lunch meetings are always held on the **2nd Wednesday** of each month at 12 noon at Dream Weaver Café in Prince Frederick. Please make your reservation and lunch choice by calling the Chamber at 410-535-2577. Chamber members may attend for free and may purchase a lunch for \$12. The cost for non-members to attend is \$20 and they may also purchase a lunch for \$12. Non-members must pay in advance and may apply the \$20 towards membership to the Chamber for up to 30 days. The Chamber encourages everyone to pay ahead of time to avoid a crush at the registration table.

CHOCOLOVERS

The Chocolorovers Committee, chaired by Carrie Polk and co-chaired by Darren Rickwood and Vicky Karol is now planning the 2012 event to be held on February 4th at the Holiday Inn Solomons Conference Center & Marina. Their next meeting will be held on **Tuesday, November 8th** at 8:30 a.m. at the Chamber office.

November Event Reminder

- Tuesday, November 1- Leadshare 8:30 a.m. Chesapeake Church
- Tuesday, November 8 - Chocolorovers Mtg. 8:30 a.m. Chamber
Government Affairs Mtg. 4:00 p.m. Davis, Upton,
& Palumbo, LLC
- Wednesday, November 9 - Women to Women noon Dream Weaver Café
- Thursday, November 10 - Executive Board Meeting 8:30 a.m. Chamber
BAH 5:30 p.m. Arts Council of Calvert County
- Tuesday, November 15- Leadshare 8:30 a.m. Chesapeake Church
- Friday & Saturday, November 18-19 - Board Retreat Harbourtowne
Resort
- Thursday & Friday November 24 & 25 - Chamber Closed for Thanksgiving



The Chamber would like to thank the following member for reaching this membership milestone in November!

Fifteen Years

Lee Funeral Home, Calvert, P.A.

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NEW
MEMBERS**



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Please join us in welcoming our newest Chamber members by patronizing their businesses. Chamber members enhance our community by building business success!

Use of e-Mail to Load Spyware or Capture Identity Theft Information

It is very EASY to make an e-mail look like it comes from a reputable company (called spoofing). The email may either contain an attachment or may have a link in the body of the email. If you click on the attachment, it will load spyware onto your computer. If you click on the link in the e-mail it will take you to a fake web site that LOOKS like the real site. Any password, credit card information, etc entered at this fake web site will be captured and used to impersonate your identity and most likely steal your money.

The most recent case is an e-mail from what seems like the NY Police Department. It states you were found speeding and wants you to open the attached speeding ticket. The attachment is labeled "Uniform Traffic Ticket.zip". It is not a ticket, it is a spyware program waiting for you to click on it.

Any email containing an attachment ending in ".ZIP", or ".EXE" or an embedded link should NEVER be clicked on unless you have first checked with your IT Department. All emails with attachments or embedded links should be considered imposter emails unless otherwise verified.

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Rousby Hall Estate owners Robert & Barbara Allen are flanked by Darren Rickwood of First Home Mortgage and Chris McNelis of The McNelis Group, LLC at the October BAH.

Save the Date
 15th Annual Holiday Open House
 Friday, December 9, 2011
 4 :00 to 9:00 p.m.

Hosted By
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- Dunkirk Chiropractic & Wellness Center
- Infinite Errands
- Interlude, The Pet Resort & Spa
- My Phone Man
- Raleigh Weckbaugh, SendOut Cards
- Smoothie King
- Your Silver Lining, Barbara Huber

The Chamber is always in need of door prizes. If you are interested in donating prizes for our BAHs, please contact the Chamber at (410) 535-2577 or calvertchamber@calvertchamber.org Businesses receive recognition in the Navigator, monthly BAH flyers and on the Chamber website.

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“The Traveling Apprentice” Works For Running Hare Vineyard

I knew it was going to be a good day for a Traveling apprentice assignment: After all, I'd be spending the day at the 11th Annual Maryland Wine Festival in Winchester and I'd be making festival goers happy by pouring tastings for them at the Running Hare Vineyards' Tasting Tent.

Running Hare Vineyards is located off Adelina Road in Prince Frederick on what was formerly a 300 acre farm. Mike Scarborough, the new owner, realized the sandy dry soil was ideal for growing grapes and he planted 100 vines in 2002 to pursue a wine-making hobby. Since then he and his wife, Barbara, have expanded the vineyard to nearly 5,000 vines and they have produced over 100,000 bottles of wine to date. They've also erected an 8,400 square foot Tuscan styled events building for weddings, corporate retreats and special events.

What started out as a hobby somehow emerged as a thriving business. One festival visitor is so ardent about Running Hare wines that she frequently drives four hours each way to Running Hare Vineyard on a weekend for a tasting. That day she was excited to only have a two hour drive to attend a tasting.

An estimated 20,000 visitors attended the festival and at times I was certain all of them were standing in front of me at once with their wine glasses extended for a tasting. Thank goodness for the regulators - pouring spouts inserted into the bottles to regulate that each serving is a set amount. With regulators I could dispense wine quickly.

Interacting with the tasters was the highlight of the day. I loved the novice tasters who were just there for an unabashedly good time. Some of the sophisticated wine tasters, however - -not so much. They often seemed so wrapped up in their own pretentiousness that I wondered if they were really enjoying the wines.

A few of the “experts” worked at trying to impress other tasters by loudly over-talking the pourers while spouting a litany of wine jargon. . . like body, legs, nose, and bouquet.

Stories of wine snobs abound. Like the one about the gentleman who cut his finger in a foolish, doo-fus way. To avoid explanations he attended a tasting wearing one white glove. He told the other guests he did so because he didn't like the way finger prints on the glass interfered with his ability to appreciate the subtleties of a wine's color. And at the next tasting the others arrived wearing one white glove, ala Michael Jackson.

Or the connoisseur who claims he can distinguish champagnes just by the sound of their bubbles.

No one can ever accuse me of being a wine snob. If pressed to explain why I'm drinking a particular wine - like a Running Hare Chardonnay, for instance - my response is simple: “Because I like it.” My wine -speak just doesn't get any more sophisticated than that.



The Traveling Apprentice is a monthly column written by Carolyn McHugh, President/CEO of the Calvert County Chamber of Commerce. Each month Carolyn spends a day working for a Chamber member, then writes a column for a local newspaper about the experience. The article is later inserted into Chamber's newsletter and posted on the Chamber's web-site in order to give the maximum exposure to the Chamber member. Her commitment to Chamber members and to the readers is that she's there for Chamber members and that whatever they do in their daily job, she'll do too.



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