

# TOWSON LIVE

February 2023



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## WINTER Mega-Networking Feb. 9th 5:30-7:30 pm

Sheraton Baltimore North 903 Dulaney Valley Rd. Towson



Network with 100s of business professionals  
from Baltimore County.

Visit our website for all the  
details on exhibitor tables & menu!

**\$150/**Members Exhibitor Table  
**\$200/**Non-Members Exhibitor Table



**REGISTER ONLINE NOW!**

**\$60/**Members  
**\$70/**Non-Members

EVENT SPONSORED BY: Baltimore County Chamber of Commerce, Baltimore County Business Association, Catonsville Chamber of Commerce, Chesapeake Gateway Chamber of Commerce, Dundalk Renaissance Corp., Greater Arbutus Business Association, Greater Baltimore Chamber of Commerce, Hereford Zone Business Association, Hunt Valley Business Forum, Northwest Chamber of Commerce, Perry Hall/White Marsh Business Association, Parkville-Carney Business Association, Towson Chamber of Commerce.

# TOWSON LIVE

January Member Meeting at the Sheraton Baltimore North Hotel. This was the largest meeting in the history of the Chamber! Thank you to our breakfast sponsor St. Joseph Medical Center & Dr. Smyth.



We had 140 businesses leaders attend our January monthly breakfast. It was the highest attendance of a breakfast meeting in the history of the chamber; we want to thank St. Joseph Medical Center and Dr. Smyth, President/CEO for sponsoring the event and for the wonderful presentation.

The following topics were also discussed;

- Major Dee Chemili, Captain Sam Houston and Detective Jimmy Waites, LGBTQI+ Liaison talked about community safety and how it is being addressed.
- BG&E gave a presentation about the construction of new gas pipelines in Towson. If you would like to contact BGE concerning this project please let us know.
- New Members: Panda Express- Rachel Razo, Aveley Farms Coffee- Corey Voelkel, A. Hoffman Awning Company- Jim Healy, Raising Cane's- Mike Kearns, Wonderfly Events LLC- Aaron Smith, Dogtopia of Towson- Alex Davis, and School of Rock Baltimore- Melody Easton.
- We welcomed Councilman Mike Ertel who shared that he's excited to work with the business community.
- Surveillance Cameras- we added cameras to over 50 businesses, so about 85% of the downtown core now has surveillance cameras.
- Grants and projects we are working on in 2023.
- Baltimore County & Greening Committee- dead trees are being removed and 100 trees are being planted.
- Design Review and Façade Improvement Committee chair John DiMenna - we have applied for a façade improvement grant with the state for \$61,000, plus we can use the county's architect on call, which is up to \$10,000 per building
- Historic Walking Tour has been put together by John Holman which will include at least 14 sites.
- Calixta Eraso and the marketing committee will be putting together marketing and promotional materials for our community. She will also work with Emily Brophy to do a comprehensive business analyses for Towson. The chamber will work on getting funds to do the study.
- We also applied for a lighting grant for \$25,000, \$12,000 for murals, \$17,000 for sidewalk cleaning and \$10,000 in new plants and planters.
- Towson businesses Aveley Farms Coffee, Chatime Towson, Roggenart, The Sassy Skillet, and Dogtopia of Towson were all awarded the Project Restore Grant. Project Restore is providing financial support to Maryland's existing or new businesses to help incentivize commercial investment in vacant retail and commercial properties.

Please let us know if you are interested in any of the committees that will help make Towson the best place to live, work, and play.

# TOWSON LIVE

Raising Canes Ribbon Cutting! They are now OPEN!

4 E Towsontown Blvd, Suite 100



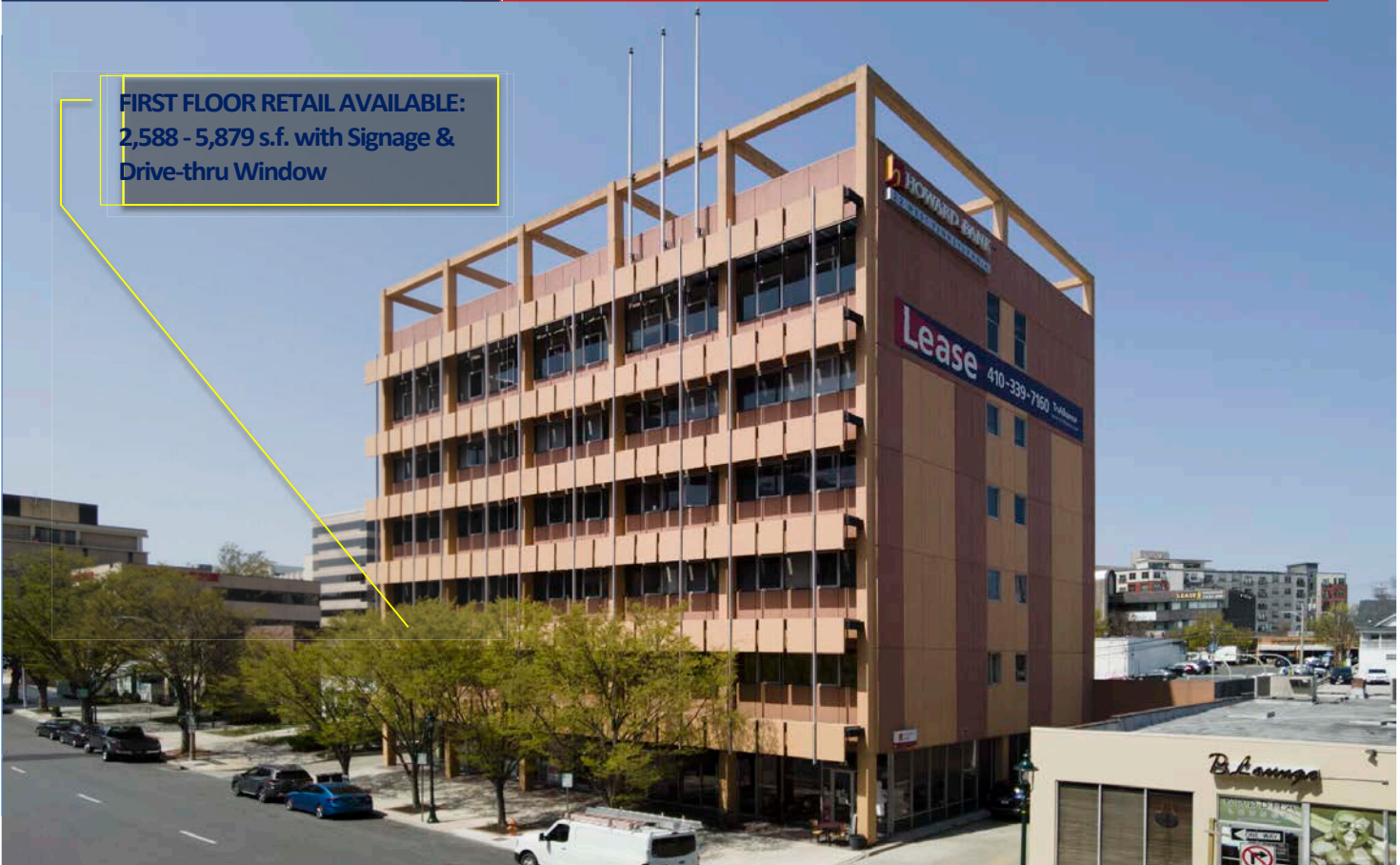
# TOWSON LIVE

FOR  
LEASE

RETAIL & OFFICE SPACE  
PRIME TOWSON LOCATION

22 W. Pennsylvania Avenue  
Towson, Maryland 21204

FIRST FLOOR RETAIL AVAILABLE:  
2,588 - 5,879 s.f. with Signage &  
Drive-thru Window



For more information,  
please contact:

Christopher Smith, SIOR  
410-472-3510 x108  
410-382-1869 (mobile)  
csmith@trialliance.com

Andrew Brink  
410-472-3510 x109  
518-225-8244 (mobile)  
abrink@trialliance.com

22 W. Pennsylvania Ave.  
Suite 600  
Towson, MD 21204

[www.trialliance.com](http://www.trialliance.com)

## HIGHLIGHTS

- Office suites range from 357 s.f. to 1,676 s.f.
- Available for immediate occupancy.
- Convenient parking on-site for \$80 per space per month.
- All offices include windows with views of Towson.
- Building amenities include Coffee Talk Cafe on the first floor.

# TriAlliance

COMMERCIAL REAL ESTATE SERVICES

## 2022-2023 Towson Chamber Board of Directors



## NEW MEMBER SPOTLIGHT

Welcome to the Towson Chamber!



### **Cornerstone Advisory**

Jason Policastro  
211 Old Padonia Road  
Hunt Valley, MD 21030  
(410) 468-1698  
Wealth Management



### **Panda Express**

Rachel Razon  
1238 Putty Hill Ave, Bldg #16 Suite 106  
Towson, MD 21286  
(410) 803-6177  
Restaurant



### **A. Hoffman Awning Company**

Jim Healy  
5113 Belair Road  
Baltimore, MD 21206  
(410) 685-5687  
Awning Supplier

*Please Join Us!*

## **Board & Member Breakfast**

Wednesday, February 15  
8:00am - 9:00am

*Please arrive early for breakfast.*

## **Sheraton Baltimore North**

903 Dulaney Valley Road  
Towson, MD 21204

## **Have you renewed your membership for 2023?**

Membership can be renewed by sending a check to the Chamber office or over the phone via credit card:  
**410-825-1144**

Questions? Contact Calixta  
calixta@towsonchamber.com

## **Advertising & Promotion Opportunities**

### **One-Page Insert**

Advertise a special sale or promotion with an 8.5x11" insert for \$50 in our monthly newsletter. Advertising for community events is free.

### **Email Sponsorship**

"Sponsor" an email that goes out to over 1500 business contacts. Includes your logo and a click-through to your website. (Costs vary)

### **Towson Times**

Advertise in the Towson Times (costs vary)

### **Questions?**

Contact: Nancy Hafford  
nancy@towsonchamber.com



## Member-to-Member Benefits

*Enjoy these specials offered exclusively for members of the Towson Chamber. Businesses may reference the Chamber Directory, or contact the Chamber office to confirm eligibility.*

### **The Mine- Anne Marie Barbour [annmarie@themine.fit](mailto:annmarie@themine.fit)**

As a member of the Towson Chamber you have access to The Mine Corporate Membership. Remember you don't need 5 or more, anyone from the Towson Chamber can get it, IF your company wants to get this rate, they will have to get 5 or more.

### **Staples**

10% off in-store purchases and 20% off printing and marketing services.

### **Charles Village Pub & Patio- Melony Wagner [melony@cvptowson.com](mailto:melony@cvptowson.com)**

20% off to members for food, beverages, and catering. This offer cannot be combined with any other discount or promotion.

### **Towson University- Chunta Rivers [crivers@towson.edu](mailto:crivers@towson.edu)**

Towson University and the Towson Chamber of Commerce have agreed to a corporate training partnership that provides access to professional development opportunities. The Towson Chamber of Commerce members are eligible to receive 20% off certification programs and 10% off fundamental programs.

### **Nancy Hofmann, Compass Realty & Live Towson- [Nancy.Hofmann@compass.com](mailto:Nancy.Hofmann@compass.com) -**

FREE professional home staging when you sell your home with Nancy Hofmann, Compass – Towson Office.

### **Fully Promoted Towson - Jessica Joyce, [jessica.joyce@fullypromoted.com](mailto:jessica.joyce@fullypromoted.com)**

One free digitizing of company logo (\$69.00 value) to all chamber members. Must mention member-to-member promo.

### **Integrated Pest Services - Sandy Jenkins, [service@ipspest.com](mailto:service@ipspest.com)**

10% off of all pest services for Towson Chamber members

### **RISE Biscuits and Donuts – David Brindza, [towson@risebiscuitsdonuts.com](mailto:towson@risebiscuitsdonuts.com)**

Free Sweet Treat Platter (\$31.95 value) to all Catering Breakfast and Lunch orders over \$100. Monday through Friday. Pickup between 7:30 am and 2 pm. Must mention the Member to Member promo.

### **Roland Park Chiropractic – Dr. Silke Laub, [DrLaub@rolandparkchiropractic.com](mailto:DrLaub@rolandparkchiropractic.com)**

Utilize this link for a 20% special discount on all supplements for chamber members. From Vitamin D or multivitamins, special men's health or women's health supplements: <https://wellevate.me/silke-laub>

### **The Point in Towson – Erica Russo, [erica@thepointrg.com](mailto:erica@thepointrg.com)**

20% off to all members for food, beverages and catering. Cannot be combined with any other discount or promotion.

## The 10% Rule

Keep your business local and make 10% of your expenditures stay within Towson. Just think of the impact... If a company grosses \$300,000.00 per year and they see an additional 10% or \$30,000.00, that could mean hiring someone, expanding product lines, or making their interior and exterior look better.

Keep business in Towson and create a positive environment for our community!



## *Wine and Dine for Warriors*

*Dinner \* Silent Auction \* Beer & Wine*

*Live Music from Weird Science*

Saturday, February 4, 2023

6:00pm at



*\$65 admission*

Tickets Available at the Towson Elks Lodge Bar or at  
[Towsonelks.org](http://Towsonelks.org) under the DONATE Tab

*This fundraising event will gift 100% of proceeds to benefit special programming efforts designed by The Towson Elks Veterans Committee to assist local heroes post-service.*

*Tax Deductible Donations may be made via the Towson Elks*

# TOWSON LIVE



*Wine and Dine for Warriors*

Dear Towson Partners,

The Towson Elks Lodge #469 has been supporting local and nationwide programs that benefit Veterans in the Baltimore area since 1899. Our team is planning to expand our efforts and organize special events targeted to the needs of Veterans in our community. For example, our Veteran's Program Committee Chair, Brendan Harthausen, an Army Veteran, would like to plan a specialized outdoor event that includes education to aid resocializing post-service, outdoor skills utilization, and to build a social network by encouraging camaraderie between attendees.

As a business leader, you know how costly large initiatives like our can be. With your connections, resources, and incredible history of charitable giving, I know that we can make a huge difference in the lives of our local heroes. Our organization is planning a brand-new event to raise funds to make our possible project into a successful and meaningful event. For this event to become a reality for our local Veterans, we must ask for additional support from our community.

Would you be willing to donate an item, service, or experience to be included in a silent auction, *Wine and Dine for Warriors*, to show your support for our cause? To show how much we appreciate your support, we will post your business name and/or logo in a prominent spot during our event on the evening of February 4, 2023, at The Recher Theater.

I would be happy to provide you with more information about how you can support our cause at the Towson Elks Lodge #469. Please don't hesitate to contact me at [staceympeto@yahoo.com](mailto:staceympeto@yahoo.com) or 602-228-7443.

I look forward to speaking with you soon!

Sincerely,

*Stacey Peto*

Stacey Peto  
Exalted Ruler & *Wine and Dine for Warriors* Co-Chair  
Towson Elks Lodge #469  
The Benevolent and Protective Order of the Elks



*Wine and Dine for Warriors*

## Title Sponsorship

### **PLATINUM SPONSORSHIP**

**\$7500.00**

**FULL-PAGE RECOGNITION IN FRONT OF PROGRAM + MC ANNOUNCED RECOGNITION  
THROUGHOUT BEGINNING, MIDDLE, AND END OF EVENING  
+ 12 TICKETS TO DINNER EVENT (SPONSOR NAMED BANNER)**

### **GOLD SPONSORSHIP**

**\$5000.00**

**FULL-PAGE RECOGNITION IN MIDDLE OF PROGRAM + MC ANNOUNCED RECOGNITION  
THROUGHOUT BEGINNING, MIDDLE, AND END OF EVENING  
+ 10 TICKETS TO DINNER EVENT**

### **SILVER SPONSORSHIP**

**\$3000.00**

**HALF-PAGE RECOGNITION + MC ANNOUNCEMENT RECOGNITION + 8 TICKETS TO DINNER  
EVENT**

### **BRONZE SPONSORSHIP**

**\$2000.00**

**HALF-PAGE RECOGNITION + MC ANNOUNCEMENT RECOGNITION + 6 TICKETS TO DINNER EVENT**

### **IN-KIND SPONSORSHIP**

**\$500.00**

**NAME RECOGNITION IN PROGRAM**

TOWSON LIVE

THE **BALCERZAK**  
GROUP  
of AB & CO REALTORS

*Network, Share and Collaborate with  
like-minded Women Entrepreneurs.*



**WOMEN  
OWNED BUSINESS  
SPEED NETWORKING HAPPY HOUR**



February 7th from 5PM - 8PM  
The Point in Towson - 523 York Rd

# SUPER BOWL SALUTE

Join us as we watch the championship football game and raise money to support the Nick Ziolkowski Scholarship Endowment and the Military & Veterans Center at Towson University.

THE AMERICAN  
LEGION POST 22

125 YORK ROAD  
TOWSON, MD

FEBRUARY 12, 2023  
6PM



Nick was killed in Fallujah in 2004; he was trying to make the world a better place. In his honor a scholarship to support others who have Nick's same passion, ideally through military service, was established. Over 40 students have received aid to supplement their GI Bill benefits.

For questions & more details about the event, please contact 410 - 704 - 4400 or email [promotionsandevents@towson.edu](mailto:promotionsandevents@towson.edu)

Watch **The Big Game** on **Super Big Screens**, while enjoying a variety of food from **Mission BBQ**, beer & wine and dessert.

There will be family friendly entertainment, raffles and free parking.

**\$35**

**IN ADVANCE**

**\$40**

**AT THE DOOR**

**CHILDREN 12 AND UNDER ARE FREE**

To purchase tickets or make a donation visit [towson.edu/VeteransFundraiser](http://towson.edu/VeteransFundraiser)

All but \$15 is tax deductible.



 Staples

# PRINT PERFECT GUARANTEED

Try Staples and  
see the difference.



Stop by the store and save on your prints.

## \$10 OFF

document printing and marketing  
materials when you spend  
\$50 or more.

Expires 2/25/23. Excludes self-serve, checks,  
forms, promo products, premium wedding cards,  
blueprints and signage. See associate for details.

PLUS

## 20% BACK

via Store Bonus on document  
printing and marketing materials.

Expires 2/25/23. In store only. Excludes self-serve,  
checks, forms, promo products, premium wedding  
cards, blueprints and signage. See associate for details.

# TOWSON LIVE

## THE MINE



The future is Mine and it's yours for the taking. Experience a health and wellness concept like no other. Located within The Shops at Kenilworth, The Mine is committed to helping each and every member be the best version of themselves. We embrace business' who do the same with our Corporate Wellness Memberships.

### Five Studios, One Roof

Our five, unique boutique studios are led by Baltimore's best. Immerse yourself; enjoy BARRE, YOGA, RIDE+, YARD, FORM all under one roof.

### From Pre- to Post-Workout

Sweat it out in our Open gyM, relax in our luxury locker rooms with private IR Saunas, enjoy our Juice Bar, co-working LOUNGE, and more.

Be a VIP; enjoy exclusive membership discounts as a Corporate Wellness Partner:

### GYMPASS

**\$74 PER MONTH**

Regularly \$99 per month

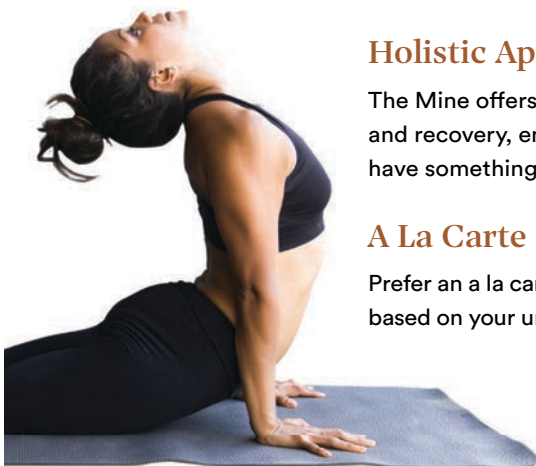
- Innovative Open gyM
- Top-of-the-line Technogym equipment
- Connected cardio with virtual coaches
- Access to Personal + Small Group Training

### STUDIO MPASS

**\$150 PER MONTH**

Regularly \$249 per month

- Open gyM + UNLIMITED access to: BARRE, YOGA, RIDE+, YARD
- Luxury locker rooms with IR Saunas
- Co-working LOUNGE and Juice Bar
- FORM Class Packs available (5 and 10 packs)



### Holistic Approach

The Mine offers a range of solutions and support across mindset, nutrition, movement, and recovery, enabling members to round out their efforts to reach their goals. We have something for just about every mood, goal, taste, experience level, and schedule.

### A La Carte

Prefer an a la carte approach? Enjoy our Class Packs or Gift Cards or tailor a program based on your unique time, budget, and goals.

RSVP as a VIP. Contact Ann Marie Barbour, Director of Programming & Operations, to learn more or get started TODAY.

[ANNMARIE@THEMINE.FIT](mailto:ANNMARIE@THEMINE.FIT) | 443.966.MINE | [THEMINE.FIT](http://THEMINE.FIT)



TOWSON LIVE

COMING SOON!

LIVE • WORK • PLAY  
IN TOWSON



ARTIST RENDERING OF 2 BEDROOM APARTMENT, FURNITURE NOT INCLUDED

SCAN FOR DETAILS &



WAITLIST SIGN UP

17 WEST  
PENNSYLVANIA AVE.

Washer/Dryer • Microwave • Oven/Cooktop • Dishwasher • Refrigerator • Balcony Option • HVAC • Buzzer Entry System

Close to: Whole Foods, Towson University, Baltimore County Office Buildings, Courthouse, Towson Row, Towson Square  
Towson Town Center, Towson Library, Restaurants, Bars, and Shopping!

# TOWSON LIVE

## 2022-2023 TOWSON CHAMBER BOARD OF DIRECTORS

### OFFICERS



**Emily Brophy**  
*President*  
Tan & Associates



**Tom Gronert**  
*Vice President*  
UM St. Joseph  
Medical Center



**Anthony DiMartino**  
*Treasurer*  
Communications  
Electronics, Inc.



**Natalie Martz**  
*Secretary*  
Chick-fil-A



**Brandon Simpson**  
*Past President*  
Palisades of Towson

### BOARD MEMBERS

Jon Christiana, C&E Financial Services

Tracy Carroll, Rosedale Federal Savings & Loan

Charles Connolly, Farmers Insurance Group

Sandy Gurchik, Cummings & Co.

Ed Hale, Hale Transport

Nancy Hofmann, Compass

C.R. Hogendorp, American National Insurance

Trevor Iles, Towson University

Michele Ewing, Goucher College

Mark Shulman, DDS

Ed Kilcullen, Maryland CASA

Gregg Landry, BlueRock Productions

Kevin Murphy, Beacon Light Mortgage

Deborah Phelps, Education Foundation of

Baltimore County Public Schools

Kaitlin Radebaugh, Radebaugh Florist  
& Greenhouses

Paul Schwab, Azrael, Franz, Schwab, Lipowitz &  
Solter, LLC

Joe Shagena, Destiny Mortgage Group

Melony Wagner, Charles Village Pub

Steve Norris, Financial Fitness

### Towson Chamber Staff:



**Nancy Hafford**  
*Executive Director*



**Calixta Eraso**  
*Marketing &  
Program Director*



**Sydney Waters**  
*Membership  
Coordinator*



**Joseph O'Donnell**  
*Community  
Ambassador*

## 2022-2023 MEMBERSHIP APPLICATION

Business Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Number of Employees: \_\_\_\_\_

Type of Business as listed in the Yellow Pages: \_\_\_\_\_

How did you hear about us? \_\_\_\_\_

### Please check the appropriate values:

- \_\_\_\_\_ 1-20 employees: \$325
- \_\_\_\_\_ 21-30 employees: \$425
- \_\_\_\_\_ 31-45 employees: \$475
- \_\_\_\_\_ 46-75 employees: \$525
- \_\_\_\_\_ 76-100 employees: \$575
- \_\_\_\_\_ Over 100 employees: \$1,000

### Plus \$30 one-time application fee

= Total Investment \$ \_\_\_\_\_

Return this application with your dues investment made payable to:

Towson Chamber of Commerce  
44 W. Chesapeake Avenue  
Towson, MD 21204

*To pay by credit card, please call the chamber office: 410-825-1144*

**Add sponsorship opportunities  
for 2022-2023  
Winterfest & Baltimore County  
Tree Lighting  
Towson Beautification Program  
Towson 4th of July Parade &  
Race  
Taste of Towson  
Chamber Golf Tournament  
Gardens Day  
For more information on  
sponsorship packages, contact the  
chamber office:  
410-825-1144**

Please Be Advised:

Internal Revenue Bureau Cumulative Bulletin, No 2, page 105 reads: Membership fees or dues by individuals to a Chamber of Commerce are deductible from gross income as a business expense provided the memberships is employed as a means of advancing the business interests of the individual corporation.



**Towson Chamber of Commerce**

44 W. Chesapeake Avenue  
Towson, MD 21204

[info@towsonchamber.com](mailto:info@towsonchamber.com)

Phone: 410-825-1144

Fax: 410-832-5863