



## MESSAGE FROM THE PRESIDENT



As the weather gets cooler, and winter is getting closer, I hope each of you has been able to take some time to enjoy the fall. As the Ravens are moving right along on their path to the playoffs, we have a lot to cheer for. So great that we have a young quarterback leading our team to an 8-2 record.

This month I want to comment on a great organization that is making a wonderful impact on the community.

### 10,000 Small Businesses

Last week I had the honor of meeting Mr. Rod Bourn, from 10,000 Small Businesses. This is a group sponsored by Goldman Sachs across the country, with assistance locally from CCBC, Johns Hopkins University, and Morgan State University to help train and mentor small businesses in this area. Once accepted into the program a small business owner goes through a series of 16 classes running the gamut from Money and Metrics, how to lead people, legal information, and how to plan for growth.

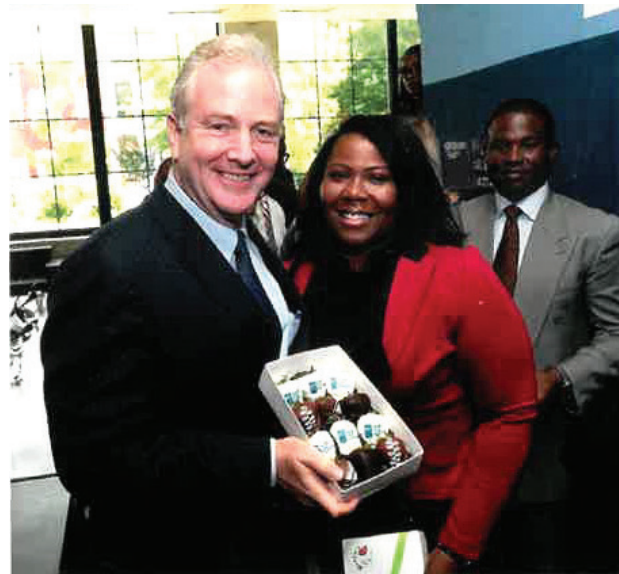
The program was designed by Babson College, the nation's top-ranked entrepreneurship school, and is available at no cost to selected applicants. Locally over 400 small businesses have been through the program, and nationally they expect to exceed the 10,000 number in the not-too-distant future.

We are extremely lucky to have a group like this operating here in Baltimore. If you would like more information, go to – [10KSBAppl.com/Baltimore](http://10KSBAppl.com/Baltimore).

Tonight at Martin's East, we will hold our 12th Annual Salute to Hometown Heroes celebration. This is one of the Chamber's biggest and best events of the year. We will be honoring our local fire, police, military and hospital heroes from this area who help make our community, state, and country safer and better.

I hope everyone has a great Thanksgiving and Holiday season. I've heard confidentially that Santa is working overtime to make sure everyone gets the gifts they have been looking for. Be safe out there and Happy Thanksgiving to all.

**John Hess**  
Chamber President



*"10KSB was a phenomenal experience. it gave me a deeper understanding and appreciation of small businesses. Together, we truly are the economic engine of this country"*

*Deepa Srinivasan, President VPC*

Goldman Sachs

**10,000  
small  
business**



### Build your next success with: practical business education and a supportive network of advisors & peers

Goldman Sachs 10,000 Small Businesses is a program for small business owners that links learning to action. Through the program, you will receive the tools and support to develop a customized growth plan that will take your business to the next level. You will also gain practical skills in topics such as negotiation, marketing and employee management that you can immediately put into action. Our program, designed by Babson College, the nation's top-ranked entrepreneurship school, is available at no cost to selected applicants.

### Is Your Business Ready For What's Next?

The program is designed for small business owners who have a business poised for growth. We look for applicants who are passionate about growing their business and creating jobs in their communities, and generally meet these criteria:

- Owner or co-owner of a business
- Business in operation for at least two years
- Business revenues of at least \$100,000 in the most recent fiscal year
- Minimum of two employees, including the owner

For more information, go to [10KSBAppl.com/Baltimore](http://10KSBAppl.com/Baltimore)



## UPCOMING CHAMBER EVENTS

Please join us for the following upcoming Chamber events. Additional details and registration information can be found on our website – [www.chesapeakechamber.org](http://www.chesapeakechamber.org).

### Holiday Celebration

Thursday, December 5, 5:30-7:30 p.m.

Wayward Smokehouse

8161 Honeygo Boulevard, Nottingham, MD 21236

\$20 for Members; \$25 for Non-Members (includes hors d'oeuvres)

### Legislative Preview Breakfast

Thursday, December 12, 8:00-9:30 a.m.

Red Brick Station

8149 Honeygo Boulevard, White Marsh, MD 21236

\$20 for Members; \$25 for Non-Members (includes breakfast)

The Chamber currently has openings for sponsors for our 2020 events.

Sponsor packages offer many benefits and range in price from \$125 for a literature table to \$5,000 for Titanium sponsors.

If you are interested in sponsoring a Chamber event, please contact Sharon Kihn at the Chamber for details.

### WELCOME NEW MEMBERS

The Chesapeake Gateway Chamber would like to welcome and thank the following organizations which recently joined the Chamber. Please support these members.

**Chiropractic Wellness Center of Baltimore**

410-529-8010 [www.drroeder.com](http://www.drroeder.com)

**Clark Machine Corp.**

410-687-3020 [www.clarkmachine.com](http://www.clarkmachine.com)

**Wayward Smokehouse & The Curious Oyster**

443-290-4990

[www.waywardsmoke.com](http://www.waywardsmoke.com) &

[www.whiteoakhospitality.com/the-curious-oyster](http://www.whiteoakhospitality.com/the-curious-oyster)

THANK YOU FOUNDATION SPONSOR



**CHESAPEAKE GATEWAY CHAMBER OF COMMERCE**

405 Williams Court, Suite 108, Middle River, MD 21220

443-317-8763 • Fax: 443-317-8772

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