



A Catalyst for
**GROWTH
& PROGRESS**

Monthly Meeting September 2026

“The State of Maryland’s Competitiveness and the Impact to Businesses”



MARYLAND
Chamber of Commerce

presented by:



Mary D. Kane

President & CEO
Maryland Chamber of Commerce



Whitney Harmel

Executive Vice President
Executive Director, Maryland
Chamber Foundation



A Catalyst for
GROWTH
& PROGRESS

Welcome

GHC Monthly Meeting

September 2026

Tereance Moore
GHC Chair



GHC Monthly Meeting September 2026

Please Welcome New GHC Members



Kim Bowen

Maryland Symphony Orchestra

Executive Director

363 S Cleveland Ave #200
Hagerstown, MD 21740



Hayden Lyles

(Delegate of David Lyles)

Lyles Builders

President

19638 Leitersburg Pike #201
Hagerstown, MD 21742



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Please Welcome Prospective GHC Member



Josh Barnhart

Bowers Insurance
President, Partner



Glen Martín

M.S. Johnston Company
CEO



Chris Brewer

Washinton County Arts Council
Executive Director



Jeff McCall
Volvo Trucks
Vice President of Operations



Corey Linthicum

AEK Real Estate, LLC
Owner





TODAY'S SPEAKERS



The State of Maryland's
Competitiveness and the
Impact to Businesses

PEOPLE | BUSINESS | A STRONGER MARYLAND



Mary D. Kane

President & CEO
Maryland Chamber of Commerce



Whitney Harmel

Executive Vice President
Executive Director, Maryland Chamber Foundation



GREATER HAGERSTOWN COMMITTEE

The State of Maryland's Competitiveness and the Impact to Businesses

Mary D. Kane · President & CEO

Whitney B. Harmel · Executive Vice President

THE PICTURE IN THREE NUMBERS

A strong asset base. A slower economy.

49th

Maryland's economy category rank in CNBC's 2026 state comparison.

9 of 10 years

Maryland has trailed national job growth.

39%

Households below the ALICE threshold or poverty line in 2024.

QUESTION FOR GHC MEMBERS TO DISCUSS

How are these figures showing up in your business?

Maryland's growth has lagged the country

1.6%

Maryland real economic growth, 2016–2023.

13.9%

U.S. real economic growth over the same period.

QUESTION FOR GHC MEMBERS TO DISCUSS

What does slow growth mean for company, community and our state?

Maryland continues to lose residents to other states

-107,931

Net domestic migration over 2022–2025 combined.

-12,127

Net domestic migration in 2025, the smallest annual loss in that period.

QUESTION FOR GHC MEMBERS TO DISCUSS

What makes it easier for workers and families to stay and build a future here?

High incomes coexist with tight household budgets

3rd

Maryland's median household income rank.

\$108,192

Minimum household income for a family of four to remain above the ALICE threshold.

QUESTION FOR GHC MEMBERS TO DISCUSS

How do housing and everyday costs affect your employees and community members?

Applications do not always become employers

4.5%

Share of 2023 Maryland business applications projected to become employer businesses within one year.

45th

Maryland's rank among 50 states and D.C. on that projected conversion measure.

QUESTION FOR GHC MEMBERS TO DISCUSS

What would help more local firms make their first hire and keep growing?

Business costs show up in daily decisions

Energy

What would predictable prices change?

People

Which jobs are hardest to fill and why?

Housing

Where can workers afford to live?

Taxes and compliance

How much time and cost do requirements add?

QUESTION FOR GHC MEMBERS TO DISCUSS

Which cost has changed an investment, hiring, or pricing decision for your business?

What evidence would help Maryland make better choices?

Maryland Competitiveness Institute

Research on affordability, housing, jobs, population and taxes.

From data to workable ideas

Pair statewide trends with real examples from employers and communities.

QUESTION FOR GHC MEMBERS TO DISCUSS

Which local solutions deserve a closer look across Maryland?

Bring local experience into the legislative conversation

Share the data

Use a source and a clear time period when discussing a number.

Describe the impact

Tell legislators what a proposal could mean for a specific operation.

Offer a solution

Explain the change you recommend and the outcome you expect.

Public testimony in Annapolis, written comments and direct constituent contact are ways to participate during the legislative session. We need business from every corner of Maryland to activate and advocate!

Two ways to stay informed



RECEIVE LEGISLATIVE
UPDATES EVERY FRIDAY



RECEIVE CRITICAL ACTION ALERTS



GHC Monthly Meeting September 2026

Executive Director's Report

GHC Forum & Committees
(see meeting packet for status updates)



GHC Forum & Committee Chairs:

- **Alan Mullendore – Education Forum**

- Meets 2nd Thursday of every other month, GHC Office w/ Zoom option
- **Next meeting: Thursday, November 12th, 8:00 a.m. – Hybrid**
- Collaborates with schools, colleges, and workforce organizations to strengthen education and employment opportunities in the Greater Hagerstown area.

- **Brad Fulton – Transportation Forum**

- *Usually* Meets 3rd Monday of month or as needed, GHC Office or Zoom
- **Next meeting: Monday, October 19th, 8:00 a.m. – Hybrid (tentative)**
- Reviews and advises on regional transportation plans to address growth, traffic, environmental concerns, and economic development.

GHC Forum & Committee Chairs:

- **Steven Stitely – Vision Forum**

- Meets 4th Wednesday of each month, GHC Office or ZOOM
- Next meeting: Wednesday, October 15th and 28th, 8:00 a.m. – Hybrid
- Serves as GHC's think tank, developing long-term goals and fostering collaborative efforts to shape the future of the region.

- **Julie Rohm – Downtown Enhancement Committee**

- Meets 3rd Wednesday of month, GHC Office or Zoom
- Next meeting: Wednesday, October 14th, 8:00 a.m. – Hybrid
- Works to revitalize downtown areas by promoting housing diversity, industry hubs, and catalytic development projects.

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Announcements and Upcoming GHC Events

Upcoming Social Event:

Mummers Parade Party hosted by BFM Architects

Saturday, October 31st, 2026



Doors Open at 4:30p.m. and Parade begins at 6:00pm

BFM Architects: 473 N Potomac St, Hagerstown, MD 21740

Families are Welcome

Refreshments will be set up inside the BFM office

RSVP by Emailing Erin at GHCAdmin@greaterhagerstown.com

with the number of guests you're bringing

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Special November Event:

Elected Officials Reception

Wednesday, November 18th, 2026
4:30 p.m. – 6:00 p.m.

Potomac Walk - 38 S. Potomac St.



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Special December Event:

★GHC's Annual Holiday Party★

Wednesday, December 9th
Bowman Family Milestone Barn
5:30pm – 8:30pm

Invitations will be mailed out
beginning of October

SAVE THE
DATE
12/09/26



Upcoming Events:

Next GHC Monthly Meeting:

Friday, October 30th, 2026

HCC CPB Rooms 211/213

7:30 a.m. to 8:30 a.m.



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GHC Prospective Members

Do you know someone who would be a valuable addition to GHC?

Contact Membership Committee Chair
Michael Weiss at mweiss6252@gmail.com



A form titled "Prospective Members" with the GHC logo. It asks for contact information for two or more people. The form includes fields for Name, Position/Title, Email, Company, and Phone, repeated for two entries. There is also a section for "Your Name" and "Best way to contact you".

Visit NEW Tab
on our Website
"How to Join"



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Adjourned

