

2024

# Southern Delmarva ECONOMIC FORECAST

"BOOM OR BUST: How Should We Read the  
Economic Tea Leaves in 2024?"

Friday, December 1, 2023  
Salisbury University  
Guerrieri Academic Commons

7:30 AM  
2023 Economic Forecast

12:55 - 2:00 PM  
Eastern Shore Legislative  
Delegation



Members \$75  
Future Members \$100  
Register online at  
[www.SalisburyArea.com](http://www.SalisburyArea.com)

## SPONSORSHIPS AVAILABLE!

For more information contact  
Bill Chambers at 410-749-0144 x 101  
or email [bchambers@salisburyarea.com](mailto:bchambers@salisburyarea.com)

## 2024 Economic Forecast Speakers

### Welcome - 8:00 AM

*Bill Chambers, SACC President/CEO*

### Our Economic Development Directors - 8:10 AM

*Dave Ryan, Salisbury Wicomico Economic Development  
Melanie Pursel, Worcester County Economic Development, Office of Tourism  
Susan Banks, Dorchester County Economic Development  
Danny Thompson, Somerset County Economic Development  
William Pfaff, Sussex County Delaware Economic Development  
Leander Pambid, Accomack County Virginia Economic Development*

### Keys to Attracting Productive Employees and Leaders - 9:15 AM

*Eric Johnston, President & Financial Advisor, In Focus Financial Advisors, Inc.  
Michael Jensen, Executive Director of Entrepreneurship at Salisbury University  
Ruth Baker, Dean of Continuing Education and Workforce Development,  
Wor-Wic Community College  
Katarina Ennerfelt, President & CEO, Torrid Corporation*

### Tackling Workforce Challenges, Post-Pandemic - 10:30 AM

*Leslie Sinclair, Program Manager, LSCCRC/Eastern Shore Child Care Resource Center  
Andrew Griffin, Senior Vice President, Government Affairs, Maryland Chamber of Commerce  
Bernie Flax, Chief Executive Officer, Coastal Association of REALTORS®*

### Climate Change Legislation-Pros and Cons for Business - 11:15 AM

*Paul Pinsky, Director, Maryland Energy Administration  
G. Andrew Getty, Chief Compliance Officer, VP, Environmental Sustainability and  
Government Relations at Perdue Farms  
Alan Girard, Eastern Shore Director, Chesapeake Bay Foundation  
Geoffrey Pohanka, Chairman, National Automobile Dealers Association*

### Lunch - 12:15 PM

### 2024 Maryland General Assembly Session Preview - 12:55 PM

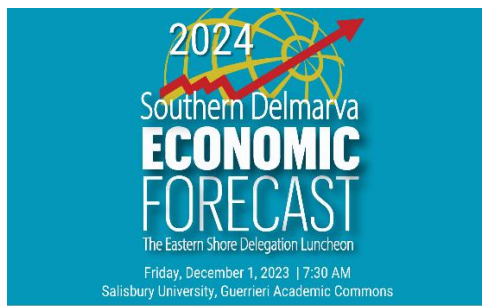
*Senator Mary Beth Carozza  
Senator Johnny Mautz  
Speaker Pro Tem Delegate Sheree Sample-Hughes  
Delegate Christopher Adams  
Delegate Carl Anderton  
Delegate Wayne Hartman  
Delegate Tom Hutchinson  
Delegate Charles Otto*

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Presented by





# Sponsorship Opportunities

Salisbury Area Chamber of Commerce is pleased to present the 2024 Southern Delmarva Economic Forecast at 7:30 AM on Friday, December 1, 2023, in the Guerrieri Academic Commons at Salisbury University.

This event is the region's premier economic outlook presentation, presented in conjunction with Salisbury University, and its Franklin P. Perdue School of Business and Business Economic and Community Outreach Network (BEACON). In its 36th year, the 2024 Southern Delmarva Economic Forecast gives businesses the opportunity to promote their services to hundreds of Delmarva's decision makers.

## CEO LEVEL - \$2,500

Six (6) complete Forecast tickets, reserved seating, exhibition sponsor table, logo on all signage at event, recognition as CEO level sponsor on screen at event, logo and recognition on Chamber website, social media, & SBY Business online publication, access to attendee list

## CHAIRMAN LEVEL- \$1,250 \*\* Option for display table extra \$150

Four (4) complete Forecast tickets, reserved seating, logo on all signage at event, recognition as Chairman level sponsor on screen at event

## BOARD LEVEL - \$500

Two (2) complete Forecast tickets, logo on all signage at event, recognition as Board level sponsor on screen at event

## SUPPORTER LEVEL - \$250

One (1) complete Forecast ticket, logo on all signage at event, recognition as Supporter sponsor on screen at event

## EXHIBITION TABLE - \$350

One (1) complete Forecast ticket, one (1) 6 ft table for you to display and market your business



## Sponsorship Deadline: November 14, 2023

For more information contact:

**Bill Chambers at [bchambers@salisburyarea.com](mailto:bchambers@salisburyarea.com)**

**410-749-0144 X 101 or visit [www.salisburyarea.com](http://www.salisburyarea.com)**