



1926 - 2006

Celebrating 80 Years of Excellence

June 2006

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Letter From the Chair

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Chair,
Michele Horwitz Cornwell

In my last Letter from the Chair, I want to take the opportunity to thank everyone who has been a vital part of this past year. So no quizzes or historical guessing games or transportation rants this month.

Being the Chamber Chair is an honor; it is humbling and a little scary to have so many of your peers place so much confidence in you. Luckily, our Chamber has the most dedicated and professional staff one could hope for. Ginanne is the benevolent ruler: she makes sure that the best interests of the organization are everyone's priority, she sets the pace and doles out the details and writes the speeches and soothes the ruffled feathers. She spins you around and points you in the right direction and sends you marching and you're glad for it. Gloria administers the office and many of the committees so smoothly that it's almost transparent. How she keeps track of so much and so many is beyond me, she's always on top of everything and she keeps that proverbial crack that stuff slips through sealed

up tightly. As Membership Director, Vickie is the Chamber's cheerleader and I can't think of anyone who could better represent us and all we stand for. Ann Marie's sunny disposition belies her stressful duties as Events Manager; "come to this, sponsor that, host this," sometimes it's easy, but not often; we are all so busy and marketing dollars are always tight. And our newest staff member, Communications & Marketing Manager Lauren Pomponio has stepped right in during our busiest time and has made major contributions in highlighting our members and upcoming events. These folks are the backbone of the Chamber. We shine because of them.

Chamber staff is one reason it's easier to Chair our Chamber than you would think. The other reason is that I was surrounded by an Executive Committee and Board of Directors who are all truly leaders of this community. It was a comfort to know that I could always turn to our past Chair, John Chaplin, for advice and he was always there for me. Our incoming Chair, Anne Martin has been an indescribable source of support, encouragement, and knowledge, while willingly and consistently representing the Chamber when I could not. I know she will serve you well in the

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CELEBRATING 80 YEARS OF SUCCESS AT THE ANNUAL INSTALLATION & AWARDS DINNER

On Thursday, June 15, 2006, from 6:00 p.m. to 9:00 p.m., join us as we celebrate the Chamber's 80th birthday at the **Annual Installation & Awards Dinner!** Experience the Chamber's red carpet with interviews and photos at the entrance of the Hyatt Regency Bethesda. Then enjoy the company of hundreds of the area's executive decision makers and government officials as you dine on outstanding food and honor businesses and individuals who have demonstrated strong commitment to the

community. You will also witness the installation of the Chamber's 2006-2007 Board of Directors and incoming Chairman, Anne C. Martin (Linowes and Blocher LLP).

On Thursday, June 15th, this will be the only event in Montgomery County with a real red carpet! Don't miss out on the excitement. Purchase your ticket for \$100 at www.bccchamber.org. For more information, please contact Ann Marie Pinto at ampinto@bccchamber.org.

Chamber Officers

Chair

Michele Horwitz Cornwell, The Chevy Chase Land Co.

Immediate Past Chairman

John P. Chaplin, Robert A. Pumphrey Funeral Homes

Chair-Elect

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Mark Edward, BDO Seidman, LLP

VP, Community Development and Education

Cindy Libby-Green, Premier Homecare

VP, Economic Development and Government Relations

Kevin Maloney, Maloney & Metz

VP, Marketing and Communications

Cliff Chiet, The Gazette

VP, Membership Development

Bhavesh Naik, AMBICA Training

VP, Member Services

Greg Hourigan, Hard Times Café

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Communications & Marketing Manager

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Printing: Spectrum Printing & Graphics

The views expressed in articles submitted by members are the personal opinions of the author and not necessarily those of The Greater Bethesda-Chevy Chase Chamber of Commerce. The Greater Bethesda-Chevy Chase Chamber of Commerce accepts no responsibility for any liabilities arising from the publication of such views.

Members in the News

- Juanita O. Carter, Staff Accountant for **Chevy Chase Land Company**, participated in WalkAmerica 200 and raised \$3,781 for the March of Dimes.
- The Washington DC office of **CRESA Partners** is pleased to announce that its firm has been nationally recognized for dedication to client-service excellence, having been presented with the inaugural 2005 Recognition of Excellence award by National CRESA Partners and their international affiliate, ATISREAL, at their annual meeting in San Diego, CA last week. This award acknowledges corporate real estate service providers that demonstrate superior client satisfaction levels, an honor initiated for the first time this year within the organization. CRESA Partners was selected on the basis of its client testimonials, identifying special contributions to service and the ability to exceed client expectations.
- **DHR Technologies** is proud to announce that Mike Flemming has joined the team as the Vice President of Network Support Services. Mike has vast experience supporting large networks and brings over 15 years of experience to the Networking division. He will focus on customer service and oversee the day to day activities of our expanding engineering department. Mike was previously the president of Saguaro Consulting Group in Tucson Arizona.
- **Staples Contract** has been named to the “2005 Supply & Demand Chain Executive 100”. The mission of Supply & Demand Chain Executive magazine is to provide original intelligence and decision-making information for corporate executives and other supply and demand chain management professionals as they enable their supply and demand chains for competitive advantage. As part of this mission, each year the magazine uses its Supply & Demand Chain Executive 100 feature to make its readers aware of those enablers that are leading the way in providing cutting-edge solutions and helping enterprises address pain points in their supply chains through the application of new technologies and new processes.
- Signifying her commitment to help customers design the perfect cruise vacation aboard the world’s newest, most innovative and largest passenger ship, Isabelle Stamper, owner of **SeaMaster Cruises** in Potomac, announced that she will be attending the inaugural sailing of Royal Caribbean International’s Freedom of the Seas. The invitation to attend the Freedom of the Seas inaugural sailing is significant because only a select number of travel industry experts were chosen by Royal Caribbean to experience the state-of-the-art floating resort. Stamper will inspect the ship from fore to aft – some of its cutting edge facilities have never before been seen aboard a cruise ship.
- James J. Consagra, Jr., President and Chief Executive Officer of **United Bank**, today announced the promotion of Kurtis J. Marx to Executive Vice President, Manager of Commercial Real Estate Lending. Marx, who has been with United Bank for over six years, was previously a Senior Vice President in the bank’s Commercial Real Estate Lending Division.
- We are proud to announce that the **Greater Bethesda-Chevy Chase Chamber of Commerce** has qualified to enter ACCE’s (American Chamber of Commerce Executives) Membership Development Division Award for Excellence competition. Qualifying for this award demonstrates a chamber’s mastery and application of membership development principles and techniques to the chamber community. Finalists will be selected in June.

“One Day Only” Business Expo

The “One Day Only” Business Expo 2006 was the most successful Expo the Chamber has ever hosted! Throughout the day on Tuesday, April 25th, the Exhibit Hall at the Hyatt was bustling with crowds of visitors, Chamber members and exhibitors. There was an exciting vibe throughout the hall with the aroma of food in the air and a variety of unique displays. From a live radio program to performing dancers, all types of businesses were represented and the event was enjoyable for all.

The Procurement Breakfast that took place from 7:15am to 9:30am was not only informative, but fun and interesting as well. Everyone got a chuckle out of the Sarge’s warm-up calisthenics at the beginning of the program and Cliff Chiet of **The Gazette**, the moderator of the breakfast, did an excellent job engaging the panel of representatives and the audience. We owe a special thank you to our wonderful panel including Robert J. Klein, Manager of the Local Small Business Reserve Program in Montgomery County; Robert Best, Deputy Director of the Office of Acquisition and Management Policy for NIH; Stacey Dash Thiell, Vice President of Marketing

Thank you to our sponsors and Communications for Avendra and Becky Hoffman, representative for **GEICO**.

From 12:00pm to 1:30pm, Chamber members and guests enjoyed the Executive Luncheon, moderated by Tim Burn of **Washington Smart**

CEO Magazine. The panel of CEOs was educational and audience members received useful information and tips on becoming successful CEOs. Thank you to our fabulous panel of CEOs that offered not only their time, but their entertaining stories and valuable advice. The panel included Angela

Drummond, President and CEO of SiloSmashers; Randy Schools, President of NIH-NOAA Recreation and **Welfare Association**; Dennis Kane, CEO of KANE Construction and Jim Fragoannis, Co-Owner **Mama Lucia**/Five Guys Famous Burgers and Fries.



The Rain Held Out!

The 14th Annual Golf Tournament on Monday, May 15th, at Manor Country Club, was a huge success and golfers stayed dry! Over 120 members enjoyed a cookout lunch, the newly renovated golf course and a tasty dinner. Although it threatened to rain in the morning, the sun eventually came out and it turned into a perfect day for golf. Congratulations to all of our winners and thank you to all of our sponsors!



GOLF Winners

1st Place Gross – Score: 59
Tom Spottiswood
Joe Ashkin
Dave Sickle
Vincent Walter III

1st Place Net – Score 52 7/8
Donald Carswell
Rick Barnes
John McLean
Steve Hartman

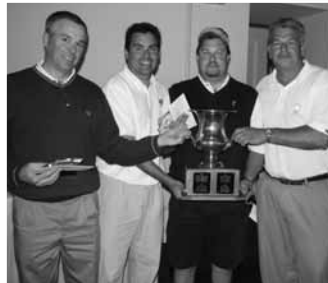
2nd Place Net – Score 54
Andy Vargo
Christian Gardner
Scott Kydd

Longest Drive Ladies
Samantha Belin

Longest Drive Men
Scott Randolph

Closest to the Pin Ladies
Emily Wittmann

Closest to the Pin Men
Bob Pillote



THANK YOU...

May Member
Lunch @ Tragara
Presented by The
Children's Inn
at NIH

May Countywide
After Hours @
Chevy Chase Cars
Presented by
Chevy Chase Cars

May Power
Networking
Breakfast @
Classic Residence
by Hyatt Presented
by AMBICA
Training

NextExec Happy
Hour @ Daily
Grill Bethesda
Presented by
True Wind
Coaching

Calendar Check

Wednesday, June 7th - Noon to 1:30pm

Enjoy this relaxed networking event at one of Bethesda's best spots for seafood!
Location: Steamers Seafood House – 4820 Auburn Avenue, Bethesda, MD

Monthly Member Lunch

Thursday, June 15th - 6:00pm to 9:00pm

Join hundreds of the area's executive decision makers and government officials for an evening of elegance, excitement and outstanding food.
Location: Hyatt Regency Bethesda – One Bethesda Metro Center, Bethesda, MD

80th Annual Installation & Awards Dinner

Tuesday, June 20th - 7:15am to 9:00am

Build your business network by making new contacts at this structured networking event. Don't forget to bring lots of business cards!
Location: Clarion Hotel – Bethesda Park, 8400 Wisconsin Avenue, Bethesda, MD

Power Networking Breakfast

Tuesday, June 27th - 5:30pm to 7:00pm

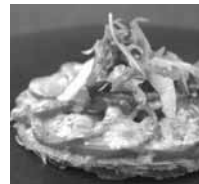
Stop by after work to enjoy food, drinks, and good company while making valuable business contacts.
Location: Tommy Joe's - 4714 Montgomery Lane, Bethesda, MD

Business After Hours

Member-to-Member Discounts

Make sure you take advantage of your Member-to-Member Discounts in June! Here are some great ideas:

- On June 18th give dad a new cell phone or Blackberry for Father's Day and you will get up to 15% off. Check out our Wireless Communications participants.
- Don't forget your Member-To-Member discount card when you head down to Bethesda for lunch or dinner. There are several participating restaurants where you can receive up to 20% off your meal.
- Are you planning to move this summer? Enjoy fabulous discounts in the Real Estate Appraisal and Real Estate-Residential categories of the



Discount Program. Then get up to 10% off custom window treatments for your new place!

- Get in shape for that trip to the beach. Receive up to 20% off in the Fitness Services category of the Discount Program.

Chamber members can receive discounts like these every day. Through this exclusive program, members are encouraged to buy from other members to save money, increase visibility and promote new business. All member employees are entitled to enjoy this discount. For more information about this program, please contact Vickie Loria at vloria@bccchamber.org or 301.652.4900 X201.

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upcoming year. As our Public Affairs Consultant, Ron Resh has always been an invaluable team player. This year, with legislative issues popping up constantly and unexpectedly, he was crucial. He worked with us on defeating the proposed building moratorium, the predatory lending act which is still in progress and the condo conversion bill. He worked closely with Kevin Maloney and his Economic Development Committee on our greatest success this year, the Woodmont Triangle Sector Plan Amendment. Kevin's superb leadership and the tireless efforts of his committee also helped us in shaping parking issues on Norfolk Avenue, and they are continuing to work on the Bethesda Theatre, the C-2 Zone Shopping Center proposal, and the Georgetown Branch alignment of the Inner Purple Line transit project.

Cliff Chiet had remarkable vision and energy as the VP of Marketing and Communications and is making our 80th Anniversary year something to be

proud of. I asked him for help, he gave us brilliance. Cindy Libby-Green practices what she preaches in chairing her Community Committee, and that's one of the highest compliments I know of. Bhavesh Naik stepped up to the plate when we needed someone to lead the Membership Development Committee, and has worked so hard in such a short period of time. Greg Hourigan is one of the busiest men I know, he runs his restaurant and he runs Membership Services, but he is always happy and always willing to do more. Robby Brewer came back to the Chamber after being President more than a decade ago, to help us as our Counsel. These are folks I not only depend upon and trust, but now am honored to consider my friends.

I want to thank every member of the Chamber for your continued support, for making the events so successful, for saying "yes" instead of "sorry, I can't", for letting the Chamber be your voice. That's the real honor.

Legislative Update

COUNTY BUDGET ISSUES

Each year our chamber testifies before the Montgomery County Council on items in the County Operating Budget that are of particular importance to the Greater Bethesda-Chevy Chase business community. When we testified last month on the FY 07 budget, a number of important new issues were addressed.

We made certain the Council understood that as residents, taxpayers, and business people, members of our chamber are interested in all aspects of the county budget. For emphasis, we stressed those matters that are our top priorities.

We assured the Council that we continue to enjoy close working relationships with our Greater Bethesda-Chevy partner organizations in the areas of public safety, education, economic development, transportation, and arts and humanities. We offered our total support for the programs, goals, operations and funding levels for these entities.

We commended the Council and the County Executive

for agreeing to provide county funding for critical state road projects for which state funding is not presently available. One of our key road projects, the intersection of Montrose Parkway and Route 355, would benefit from this decisive action. Also with respect to vehicular traffic, we urged the county to address as soon as possible the deteriorating condition of the streets in the Bethesda area.

We expressed continued support for transit programs and rider incentives. In this regard, we urged that funds be provided for the completion of a planned south entrance to the Bethesda Metro Station.

Our testimony on the budget was well received by the Council. On their part, a number of council members thanked our chamber for the help we give them on various issues, particularly transit and transportation, and for the support we provide to organizations and entities in the Bethesda-Chevy Chase area.



Spotlight on Gold Sponsors



Comcast is the nations leading provider of cable. With over 21 million cable customers, 9 million high-

speed internet customers and 1.5 voice customers, Comcast continues to expand. They are working to provide digital services, faster internet, IP-enabled phone service and to continuously develop innovative programming. Since Comcast was founded in 1963, they have provided advanced communications technology and continue to offer new choices and services to their customers. Comcast leaders also believe in strong community partnerships and in working with non-profit organizations on both local and national levels. A few of their national partnerships include National Urban League, Partnership For a Drug-Free America and United Way. For more information about Comcast, please visit their website at www.comcast.com or call 301.424.4400.



The Gazette publishes weekly community newspapers that offer unparalleled local news

coverage on a variety of topics including community events, sports and schools. Serving Montgomery, Prince George's, Frederick and Carroll counties, The Gazette has local reporters and editors in each county to ensure that they remain a true community newspaper, reporting on the issues that matter most to residents. They also publish a weekend edition that covers business and politics throughout the state and in Frederick County they produce a real estate guide. In addition to their award-winning news coverage, they believe in giving back to their community. The Gazette staff members make annual donations to more than 100 nonprofit organizations, they donate labor hours to local schools, they co-sponsor programs to bring meals to children and so much more! The Gazette, started by a Rockville resident in 1959 with 1,000 copies, has since grown to a mid-week circulation of 571,000 with a 90 percent readership rate. As communities have grown, so has the paper, but the basic mission has not changed in 47 years: The Gazette stays true to its communities and close to the ones it serves. For more information on The Gazette, visit their website at www.Gazette.net or call 301.948.3120.



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Referred by Michele Horwitz Cornwell, Chevy Chase Land Company

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Ste. L15, PMB 128
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www.DELMarVAJudgments.com

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The Farrington Law Firm, LLC
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Bethesda, MD 20814
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www.mbelisledesign.com
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Referred by: Kerry McClellan, The Gazette

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Moshe Briel
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Referred by: Kevin Hanlon, Guernsey Office Products

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Look for all the winners and all the details of the Member
Get A Member GET AWAY in next month's newsletter!



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Get Your Thinking Caps On!

It's time to think about your ad in the 2007 Membership Directory & Business Referral Guide! Members will be contacted soon to reserve space in this valuable community resource. With 10,000 directories distributed in libraries, financial institutions, real estate agencies, hotels and throughout businesses across the Bethesda-Chevy Chase area, this is a great opportunity you don't want to miss! For more information, contact Lauren Pomponio at lpomponio@bccchamber.org.



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