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CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce
2006-2007 ACCE CHAMBER OF THE YEAR

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Introducing the New Chamber Website...

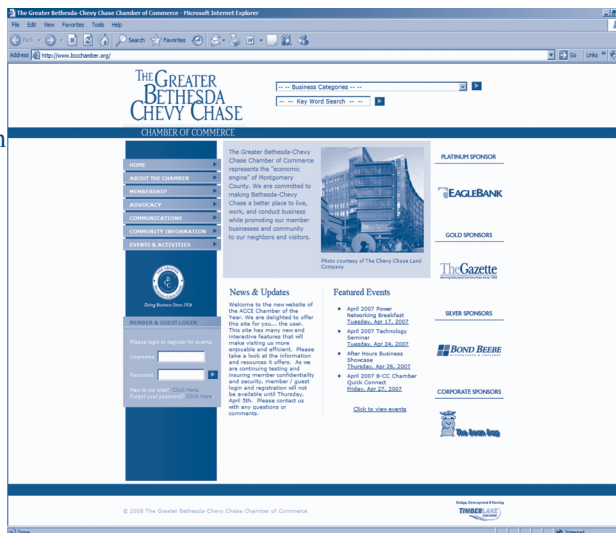
You've probably noticed the major changes when you visit the Chamber's website (www.bccchamber.org). In fact, The Greater Bethesda-Chevy Chase Chamber of Commerce launched its new website on April 2nd. We hope that you enjoy your experience navigating this new site, as pages have been redesigned and reorganized to feature up to date news, developments, and helpful information. In addition, the new website contains special features that will provide a more interactive and user-friendly experience. These features include:

- Opportunity to customize and maintain company and individual profile
- Register for events and renew your dues investment
- Learn more about and sign up to participate in the Chamber committees through their interactive pages
- View the Chamber Photo Gallery and see highlights of past Chamber events and activities

Also, there are many new opportunities for your company to gain visibility through your involvement with chamber events and

committees. In fact, in just the first month, the chamber website received almost 200,000 hits and 4,000 unique visitors! We hope that this website will be your "one stop shop" for your inquiries and business in the Bethesda-Chevy Chase area.

Special thanks to Timberlake Publishing for developing and hosting the new website.



81st Annual Installation and Awards Dinner Honors Past, Present, and Future of the B-CC Chamber

Join over 250 business leaders at the Hyatt Regency Bethesda on Tuesday, June 12, 2007 for the 81st Annual Installation & Awards Dinner, as the Chamber extends the warmest welcome to the 2007-2008 Board of Directors and thanks the outgoing Board.

In keeping with the theme of the evening, "Past, Present and Future," past Presidents and Chairmen of the B-CC Chamber will install the Board of Directors, including new Chairman Kevin Maloney of Maloney and Metz, and Chairman-Elect Jerry Morenoff of Imagination Stage. Past President, Thomas D. Murphy, of

EagleBank, will emcee the event. Additionally, attendees will be honoring the businesses and individuals that have demonstrated a strong commitment to the community through their voluntary service. (See box on page 3).

Newly Appointed Officers & Directors

Chairman: Kevin P. Maloney (Maloney & Metz)
Chairman-Elect: Jerry Morenoff (Imagination Stage)
Immediate Past Chair: Anne C. Martin (Linowes and Blocher LLP)

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Letter From the Chairman

Now that it is my last month as Chairman, I want to thank you all for the privilege of representing The Greater Bethesda-Chevy Chase Chamber of Commerce over the past 12 months. There were some challenges throughout the year, but the experience was rewarding and fun and I appreciate the opportunity to have served in the capacity as Chairman.



Anne C. Martin,
Chairman

First and foremost, I want to thank Ginanne Italiano and Gloria Arnold for their significant commitment to the Chamber throughout the year, as well as Laura McGarry, Mark Woods and Tiffany Sy who joined the staff during the year and helped the Chamber maintain the quality programs, services, events, visibility, and advocacy for the business community. The Chamber is blessed to have a team that represents us so well, and the 2006-2007 Chamber of the Year recognition awarded by the ACCE speaks volumes. As we often say, the staff keeps the Chamber running like a well-oiled machine and they always go above and beyond the call of duty for the membership.

I also want to thank the Executive Committee, the Board of Directors and the Chamber's committee Chairs who have supported all of the efforts of the Chamber this year through their time, sponsorship, leadership, advocacy and camaraderie. The input and guidance from the Board at our meetings this year, including our public affairs consultant Ron Resh, our general counsel, Robby Brewer and our ex-officio members such as Dave Dabney, was invaluable to me and the staff to proceed with the Chamber mission. Each and every Board member stepped up to the plate this year and contributed something special, whether it was attending events, sponsoring programs, welcoming a new member to the Chamber, or participating in a committee meeting, and I sincerely want to thank you for all of your time and effort.

Lastly, I want to thank you, the membership. Not only for your confidence in allowing me to be your representative, but for your support of Chamber events and contribution of endless time and energy to the goals of the Chamber. You are the heart of this Chamber and the business community and we are all rewarded from your active participation. Please maintain your involvement with our incoming Chair, Kevin Maloney, who I know will do a great job inspiring us all to continue the mission of the Chamber.

See you at the next Chamber event!

Chamber Officers

Chairman

Anne C. Martin, *Linowes and Blocher LLP*

Immediate Past Chair

Michele Horwitz Cornwell, *The Chevy Chase Land Co.*

Chairman-Elect

Kevin Maloney, *Maloney & Metz*

VP, Budget and Finance

Mark Edward, *BDO Seidman, LLP*

VP, Community Development and Education

Suzanne Rosetti, *Chevy Chase Bank*

VP, Economic Development and Government Relations

Ronna Borenstein-Levy, *Suburban Hospital*

VP, Marketing and Communications

Deborah Kahley, *EagleBank*

VP, Membership Development

Bhavesh Naik, *AMBICA Training*

VP, Membership Services

Greg Hourigan, *Hard Times Cafe*

Counsel to the Board

Robert G. Brewer, *Lerch, Early & Brewer, Chtd.*

President

Ginanne M. Italiano, *The Greater B-CC Chamber of Commerce*

Board of Directors

Lee Barnes, *Barwood Transportation*

Steven M. Bonavita, *SunTrust Bank*

John Bowis, *Chevy Chase Cars*

Cliff Chiet, *The Gazette*

Peter Ensign, *Elite Personnel*

Jane Fairweather, *The Jane Fairweather Team*

Charles H. Fleischer, Esq., *Oppenheimer, Fleischer & Quiggle, P.C.*

Dianne Gilbert, *Comcast*

Kevin G. Hanlon, *Guernsey Office Products*

Mark Jennings, *Hyatt Regency Bethesda*

Lawrence Kotchek, *Print 1*

Jerome Morenoff, *Imagination Stage*

Steve Martz, *GEICO Corporation*

Michael McMahon, *DoubleTree Hotel & Executive Meeting Center*

Gus Moyer, *DELMarVa Judgment Services*

Jason Newman, *Advantage Industries, Inc.*

Patrick O'Neil, *Lerch, Early & Brewer, Chtd.*

Colin M. Pitcairn, *Visual Mining*

Demetrius Robinson, *Green Earth Consulting*

Andrew P. Shulman, *McShea & Company, Inc.*

Jacqueline Thompson, *Bond Beebe*

Ex Officio Directors

Ginanne M. Italiano, President, *The Greater B-CC Chamber of Commerce*

David Dabney, Executive Director, *Bethesda Urban Partnership*

Ronald E. Resh, Esq., Public Affairs Consultant

Directors Emeritus

John P. Chaplin, *Robert A. Pumphrey Funeral Homes*

Thomas D. Murphy, *EagleBank*

Lillian Machado, Esq., *Furey, Doolan & Abell, LLP*

Randy Schools, *NIH-NOAA-Recreation & Welfare Association*

Chamber Staff

President

Ginanne M. Italiano: gitaliano@bccchamber.org

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Gloria Arnold: garnold@bccchamber.org

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Events Manager

Mark Woods: mwoods@bccchamber.org

Communications Coordinator

Tiffany Sy: tsy@bccchamber.org

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 B-CC Chamber of Commerce accepts no responsibility for any liabilities arising from the publication of such views.

81st Annual Installation and Awards Dinner

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VP, Budget & Finance: Mark Edward (BDO Seidman)
Counsel to the Board: Robert Brewer (Lerch, Early, Brewer)
VP, Community Development: Peter Ensign (Elite Personnel)
VP, Economic Development & Government Relations: Patrick O'Neil (Lerch, Early & Brewer)
VP, Sponsorships & Marketing: Lee Barnes (Barwood Transportation)
VP, Membership Development: Cliff Chiet (The Gazette)
VP, Member Services: Greg Hourigan (Hard Times Café)

Newly appointed Board of Directors for 2007 – 2008
Lee Barnes (Barwood Transportation)
Jacqueline Thompson (Bond Beebe)
David Smith (The Chevy Chase Land Company)
Suzanne H. Kim, D.D.S.
Andrew Fraser (Sandglass Systems)
Avice Meehan (Howard Hughes Medical Institute)
Len Maenza (Westfield Montgomery)
Michael McMahon (DoubleTree Hotel & Executive Meeting Center)
Steve Rinaldi (Rinaldi Law Offices)
HL Ward (Monument Bank)

For a full list of Directors, please visit www.bccchamber.org.

Awardees

Youth: Carol Gulley, a special teacher from Imagination Stage for her service to children with disabilities

Public Service: Rick Siebert, Section Chief of Parking Operations, Montgomery County Department of Public Works and Transportation

Community Service: EagleBank

Dick Price Small Business Award: Jane Fairweather

Goodwill Award: Apple Dumpling and Pockets - clowns who perform every year at the dinner (as well as at Back to Bethesda and Children's Inn at NIH) (nominated by the Goodwill Dinner Committee, which determines the award winners of this category)

Police Officer of the Year: 2nd District police officer who tracked down and arrested kidnapper/bank thief last year

William Prescott Allen Award: Joe Healy, Dembo, Jones, Healy, Pennington & Marshall and treasurer of the BCC PAC since its inception 25 years ago (retiring this year)

A Photo Gallery of Events

For more photos, visit www.bccchamber.org

Golf participants at the putting contest during the Monument Bank Golf Classic in May. Photo courtesy of Eric Sweredoski of Primex Mortgage Corporation.



A Photo Gallery of Events

For more photos, visit www.bccchamber.org



Brian Reeve (Intelligent Office) shakes hands with Maryland Lieutenant Governor Anthony G. Brown at May Signature Series Luncheon.



May Signature Series Luncheon at Tragara Ristorante.



Maryland Lieutenant Governor Anthony G. Brown with Maryland State Delegate (District 16) William A. Bronrott at the Chamber's Signature Series Luncheon.



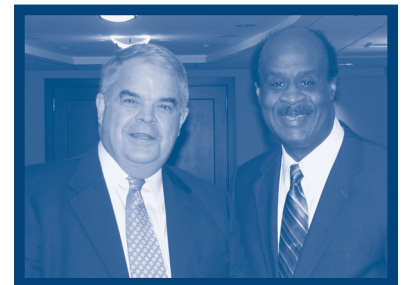
Kevin Maloney (Maloney & Metz), Anne Martin (Linowes & Blocher), with County Executive Ike Leggett at May Board meeting.



Members gather at the May Power Networking Breakfast at Buona Sera.



Montgomery County Executive Ike Leggett speaks at the Chamber's Board of Directors Meeting at EagleBank in May.



Tom Murphy (EagleBank) with County Executive Ike Leggett.



Members gather at Lionsgate Sales Center for the Real Estate After Hours in May.

Calendar Check

Tuesday, June 12, 6:00 p.m. – 9:00 p.m. **Annual Installation & Awards Dinner**

Join hundreds of the area's executive decision makers and government officials for an evening of elegance, excitement and outstanding food. We will honor the businesses and individuals that have demonstrated strong commitment to the community through their voluntary service. Additionally, the Chamber will install the 2007-2008 Board of Directors and incoming Chairman, Kevin Maloney (Maloney & Metz).

Location: Hyatt Regency Bethesda – One Bethesda Metro Center, Bethesda MD

Tuesday, June 19, 5:30 p.m. – 7:00 p.m. **County-Wide After Hours**

Join fellow B-CC Chamber members as well as members from other Chambers in the county as we spend the evening networking.

Location & Sponsor: Chevy Chase Cars – 7725 Wisconsin Avenue, Bethesda MD

Friday, June 22, 8:00 a.m. – 9:00 a.m. **Quick Connect**

Come to this brief orientation session and learn how to get involved with the Chamber and maximize your membership investment. Meet Membership Ambassadors and representatives from the Board of Directors and Past Chairmen to get connected with all the activities and events that the Chamber offers. Continental breakfast and coffee provided.

Location: EagleBank Board Room at the Chamber Office – 7910 Woodmont Avenue, #1204, Bethesda, MD

Tuesday, June 26, 7:30 a.m. – 9:00 a.m. **Power Networking Breakfast**

Jumpstart your workday with this structured networking event! You'll mingle with members of the B-CC business community over coffee, enjoy breakfast, and then switch tables as an emcee guides you through three networking rounds to ensure that you meet everyone in the room!

Location: Classic Residence by Hyatt – 8100 Connecticut Avenue, Chevy Chase MD

Sponsor: The Children's Inn at NIH/Back to Bethesda

Thursday, July 12, 5:30 p.m.– 7:00 p.m. **After Hours**

Escape the summer heat and join the B-CC Chamber at one of Bethesda's finest seafood restaurants for an evening of great food and networking! Bring your business cards and be ready to make new contacts.

Location: McCormick & Schmick's Seafood Restaurant – 7401 Wisconsin Avenue, Bethesda MD

Tuesday, July 17, 7:30 a.m. - 9:00 a.m. **Power Networking Breakfast**

Jumpstart your workday with this structured networking event! You'll mingle with members of the B-CC business community over coffee, enjoy breakfast, and then switch tables as an emcee guides you through three networking rounds to ensure that you meet everyone in the room!

Location: Ri Ra Irish Restaurant Pub – 4931 Elm Street, Bethesda MD

Sponsor: Garson Claxton, LLC

Friday, July 27, 8:00 a.m. – 9:00 a.m. **Quick Connect**

Come to this brief orientation session and learn how to get involved with the Chamber and maximize your membership investment. Meet Membership Ambassadors and representatives from the Board of Directors to get connected with all the activities and events that the Chamber offers. Continental breakfast and coffee provided.

Location: EagleBank Board Room at the Chamber Office – 7910 Woodmont Avenue, #1204, Bethesda, MD

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Minimum
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Advertise in
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Newsletter

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Mailing
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All
cost effective
ways
to promote
your business

Contact Tiffany Sy at
(301)652-4900 or
staff@bccchamber.org

Thank you to our Event Hosts & Sponsors!

February Casino Night at B-CC Rescue Squad, Anastasi Room, sponsored by The Chevy Chase Land Company; Councilor, Buchanan & Mitchell P.C., CPAs; BDO Seidman, LLP Accountants and Consultants; Bond Beebe Accountants & Advisors; Guernsey Office Products; Dan Rosetti; Talk of the Town; The Bean Bag; Hard Times Café

February Scotch Tasting at Maggiano's Little Italy, sponsored by Shulman, Rogers, Gandal, Pordy & Ecker, PA; Advantage Industries, Inc.; DHR Technologies, LLC and Digital Industry, Inc.

February Power Networking Breakfast at National 4-H Council, sponsored by DELMarVA Judgment Services

March Community Baby Shower After Hours at Union Jack's, sponsored by the B-CC Chamber's Community Development Committee

March Power Networking Breakfast at Timpano Italian Chophouse, sponsored by Elite Personnel

Continued on page 7



**S M A L L
IS OUR BIG**

Small businesses are the lifeblood of the U.S. economy. Small businesses are the inventors of new products and the creators of new services. Small business should never be made to feel small.

Bond Beebe, Accountants & Advisors, has a practice dedicated to meeting the ever-changing needs of small businesses in the greater Washington area. Our Small Business Team clients range from only a *few employees to 500 employees*. The common denominator is that these business are established, growing enterprises that need hands-on, attentive strategic partners.

As one of our firm's small business clients, you will actually feel quite **BIG** through our proactive advice and commitment to personalized service.

At Bond Beebe, we consider **SMALL** to be our **BIG**.

Contact our Small Business Team to find out how we can help take your business to the next level.

Geoff Brown, CPA
Principal
Bond Beebe Small Business
301.272.6040
brown@bbcpa.com

visit the website at: www.bbcpa.com

Virginia Office
1421 Prince Street - Suite 240
Alexandria, VA 22314-2805
PH: 703.684.0600
FX: 703.684.0605

Washington DC Metro Office
4600 East-West Highway - Suite 900
Bethesda, MD 20814-3423
PH: 301.272.6000
FX: 301.272.6100

Reserve a Chamber Event To Showcase your Business!

The Chamber's 2007 series of monthly networking events is well underway, and sponsorships are going fast! We are currently in the process of securing sponsors for fall events, so be sure to reserve your sponsorship opportunity now! By signing up to sponsor a breakfast or after hours, you will receive:

- Full spotlight before 60-100+ members, promoting your business for 3-5 minutes at the beginning of the networking event.
- A display table to showcase any promotional items or handouts. Sponsors are the only attendees at Chamber events who can also distribute materials to members individually

and/or at their seats.

- Two complimentary event registrations.
 - Recognition in the Chamber newsletter, flyers and other communication materials while promoting the event.
- Listing of contact information for all attendees who pre-registered and/or attended the event

Opportunities are limited, so don't miss this cost-effective chance to obtain great visibility for your business! To sign up or get more information on schedules and availability, contact Mark Woods, Events Manager, at (301) 652-4900 or mwoods@bccchamber.org.

Committee Update: B-CC NextExecs

The B-CC Chamber NextExecs have had a busy spring season organizing various networking events and activities for Chamber members. Kicking off the season was the "101 Series," informative sessions about topics pertinent to the young professionals in the B-CC area. In the first series, Jane Fairweather (Jane Fairweather Real Estate Team) and Jeff Stempler (Dynamic Capital Mortgage) spoke about Home Buying Tips and Strategies. Later in the season, the group hosted a luncheon at Maggiano's Little Italy featuring Bill Tuohey (Past Chair of the D.C. Sports & Entertainment Commission), who discussed bringing baseball to D.C. In addition, a wine tasting after-hours at The Chase was planned.

This summer promises to also be filled with activity as the B-CC Chamber's NextExec softball team takes to the field. The team, (B-CC NextExec's) will be competing in the "Lite" division of the Social Sports of Bethesda Softball league.

Games will be held on Tuesday evenings throughout August at a variety of fields in the area. Game schedules and field addresses can be found on the chamber's website at www.bccchamber.org. All chamber members are encouraged to come out to the games and join the team after each game at B-CC Chamber member restaurant, Union Jacks, which is giving our team exclusive specials in addition to those offered for the SSB softball league.

Also in the planning stages are a 101 Series on employee benefits, a community outreach project with B-CC Chamber member St. Luke's House and much more. To stay current with the NextExecs activities and programs, visit their committee page on the Chamber's website. Go to www.bccchamber.org, click on "About the Chamber" and then "Chamber Committees". For more information, please contact Gloria Arnold at (301) 652-4900 or garnold@bccchamber.org.

Thank you to our Event Hosts & Sponsors!

Continued from page 5

April Power Networking Breakfast at Mon Ami Gabi, sponsored by the Washington Business Journal

April After Hours Business Showcase at Hyatt Regency Bethesda

May Real Estate After Hours at Lionsgate

May NextExec Luncheon at Maggiano's Little Italy, sponsored by the B-CC Chamber's Chamber's NextExec Committee

May Power Networking Breakfast at Buona Sera, sponsored by the Pensare Group

Signature Series Luncheon at Tragara Ristorante, sponsored by Intelligent Office

May Annual Wine Tasting After Hours at the DoubleTree Hotel & Executive Meeting Center Bethesda, sponsored by Shulman, Rogers, Gandal, Pordey & Ecker, P.A.; Advantage Industries; and DoubleTree Hotel & Executive Meeting Center Bethesda

Annual B-CC Real Estate Update at Dave & Buster's, sponsored by The Chevy Chase Land Company, Green Earth Consulting, Maloney & Metz, McShea & Co., Meany & Oliver, and MZ Capital Management

Members in the News

Bond Beebe, a certified public accounting and advisory firm with offices in Bethesda, Maryland and Alexandria, Virginia, will celebrate its 75th anniversary this year with a community service campaign entitled “75 Good Deeds for 75 Years.” The firm, which was founded in 1932, will volunteer and make donations throughout 2007 to organizations in the greater Washington, D.C. area. Bond Beebe will help a broad range of causes, including: homelessness; disease education & research; youth & crime prevention; animal assistance; environmental awareness; and promotion of the arts. Additionally, on May 5, 2007, a team of 38 firm volunteers went to clean, paint, landscape and do light handyman work at Washington D.C.-based Bruce-Monroe Elementary School, as a part of the Greater DC Cares’ Servathon 2007.

Providing unparalleled expertise and client service have enabled **Ellen D. Tillman, CLU, CLTC** to qualify for the Million Dollar Round Table’s (MDRT) prestigious Court of the Table. Achieving membership in MDRT’s Court of the Table is a distinguishing career milestone, attained only by those who have demonstrated exceptional professional knowledge, client service and ethical conduct.

On July 14, the **Bethesda Big Train** will host the **Bethesda-Chevy Chase Rescue Squad** Appreciation Night at Shirley Povich field in Cabin John Regional Park. A portion of the proceeds will to benefit BCCRS. Find out more at: www.bigtrain.org.

F. Ruth Dickie, Carole Maclure and Ned Rich, managers of the Bethesda Gateway office of **Long and Foster Real Estate, Inc.** announced that the office’s first quarter sales exceeded \$361 million. In addition, the office sold 561 units.

The **Trunell Electric Company** completed the new corporate headquarters for Manekin, LLC, in Columbia, MD.

The **Bethesda-Chevy Chase Rotary Club** was nominated by Rotary International for demonstrating outstanding efforts to enhance membership. Congratulations to **Jack Hauber, Sandler Training** for leading the club’s membership campaign!

Dennis Cotter, Jim Davis and Bill Moyer of James G. Davis Construction Corporation and **Bernard H. Clineburg of Cardinal Bank**, were named a 2007 Finalist for the Ernst & Young Entrepreneur of the Year Award in the Greater Washington region. According to Ernst & Young, the awards program is designed to recognize outstanding entrepreneurs on a regional, national and global level who are building and leading dynamic, growing businesses.

Bankers from **Cardinal Bank** joined with thousands of financial leaders across the country to participate in *National Teach Children to Save Day*. More than 30 employees from

Cardinal Bank participated at local schools in Fairfax County, Prince William County, and Stafford County teaching students some important financial facts of life.

At the International On Hold Messaging Association (OHMA)’s 7th Annual International Conference, **Joe Martin**, Vice President of Business Development for **Focuspoint Inc.** received dual honors. Mr. Martin was awarded the OHMA’s inaugural Chairman’s Award for outstanding contributions to the association and was elected Chairman of the Board for 2007-2008.

Suburban Hospital recently won a spot among the top five “highly prepared” trauma centers in the country, according to the May 9 issue of **The Gazette**. The designation was based on evaluations by the National Foundation for Trauma Care, as ordered by the U.S. Congress.

Carol Trawick of the **Jim and Carol Trawick Foundation** was honored in the January 12 issue of **The Gazette** Newspaper for her business and community success, earning her “Executive of the Year” Honors from the Gazette.

Christopher Van De Moortel, formerly of **Care for You, Inc.** has recently taken the Marketing/PR position at **American Plant Food Co.**, an organic garden center specializing in native plants, orchids, and landscape design.

Mark IV Builders, Inc. was recently named to the 2006 Top 500 by Qualified Remodeler Magazine. This annual listing is published to recognize remodeling firms for six criterion of success: Annual sales volume for the previous year, total number of years in business, association membership, certified employees on staff, industry awards and community service. Mark IV Builders, founded in 1988, has been awarded the title of excellence every year since 1997!

In the January/February 2007 issue of *Bethesda Magazine*, Jane Fairweather was listed as the BEST area Realtor, “selling an average of 175 homes a year, moving \$128 million worth of real estate in 2005”. In addition, **Suburban Hospital’s** Emergency Room was listed as the BEST in the area.

Bond Beebe, a certified public accounting and advisory firm with offices in Bethesda, Maryland and Alexandria, Virginia, announced that firm Partner **Tyler Geiman** has met the certification requirements to begin using the Certified Fraud Examiner (“CFE”) designation from the Association of Certified Fraud Examiners (“ACFE”).

Send your news to Laura McGarry, Membership Manager, at lmcgarry@bccchamber.org.


Success Stories

At a recent B-CC Chamber committee meeting, committee members discussed visibility and effective ways to achieve maximum coverage for minimum costs. It was mentioned that taking advantage of the full color, bulk run pricing at chamber member Print 1 for postcards was a great idea. **Alexander Assaley of AFS Financial Group**, heard this and contacted **Lawrence Kotchek of Print 1** for more information. Since that time, Alex and Lawrence have partnered to produce three “gang run” postcard printings for Alex’s company. “Not only has the product been professionally done and quickly turned around, our company has saved over \$700 in printing costs in these three print jobs alone. I wouldn’t hesitate to recommend Print 1 and Lawrence to anyone.”

Recently at one of the Chamber’s monthly Power Networking Breakfasts, **Dr. Stanley O. Mayer, DDS** of Bethesda, MD heard **Gus Moyer of DELMarVA Judgment Services** provide his quick business introduction at one of the structured “business rounds” of the breakfast. Not long after the event, Dr. Mayer needed help in recovering monies from his uncollected judgments and contacted Gus. This first meeting at the Chamber’s monthly breakfast resulted in satisfying several judgments and Dr. Mayer continues to use Gus Moyer’s services for other cases.

Send your Success Story to Laura McGarry, Membership Manager at lmcgarry@bccchamber.org.

Spotlight on Corporate Sponsors

 **EAGLEBANK** EagleBank was founded in 1998, as a local business bank. Headquartered in Bethesda, MD, the bank has six offices in Montgomery County (Silver Spring, Rockville (3), Chevy Chase and Bethesda), and three in the District of Columbia (K Street, McPherson Square and Dupont Circle). Catering to the needs of businesses, professionals, non-profit organizations, and commercial real estate clients, the bank is also recognized for its pro-active role in SBA lending. For the last three month period, EagleBank was again the number one bank among community banks in the number and dollar amount of SBA loans approved. It also provides a complete array of personal banking products and services.

EagleBank focuses on providing superior one-on-one customer service and offers the latest financial products and custom solutions for local businesses. As EagleBank strives for more ways to enhance the banking experience for its customers, we look with confidence to our 170 dedicated employees to help us grow our relationships through superior service.

Our associates are proud of their community involvement. They donate many hours of their personal time, and the bank supports many local projects and events that raise the funds needed to help make our community a better place to live

and work. In 2006, the Bank established the EagleBank Foundation. The Foundation, whose monies are donated to organizations involved in the fight against breast cancer, is funded by the proceeds of an annual golf tournament, the EagleBank Fight Against Breast Cancer Golf Classic, this year being held on October 8th at the Woodmont Country Club.

The last 18 months have been a period of investing in our future. New branches, new products, and new employees have positioned EagleBank to achieve its goal to be a market leader. We opened a branch in Chevy Chase, bringing the total of Montgomery County offices to six. To better serve our customers, our Silver Spring branch was relocated into a larger, newer space. EagleBank led the market in introducing its Remote Deposit service, the latest in business banking convenience. We also focused on the non-profit community, offering products tailored to meet its specific needs, such as attractive checking accounts and customized financing packages.

EagleBank is particularly proud of its association with the Greater Bethesda-Chevy Chase Chamber. Members since the bank opened in 1998, our employees support a variety of Chamber events, participate on committees, and are proud to claim Tom Murphy, President, EagleBank-Montgomery County, as a Past President of the Chamber.

Welcome New Members to the Chamber

ACCOUNTANTS- CERTIFIED-PUBLIC

Klausner Bendler &
Associates, PC
Cal Klausner
4550 Montgomery Avenue
Suite 351 N
Bethesda, MD 20814
(301) 657-4111
www.kba-cpa.com

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7501 Wisconsin Ave.
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www.tspclaw.com

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Suite 318
Bethesda, MD 20814
(440) 248-2984

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Brooke Barcheski
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Bethesda, MD 20814
(301) 654-4159
www.churchinbethesda.org

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Bethesda, MD 20814
(703) 299-0101
www.maidtoclean.com

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X30 Emerging Technologies
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Bytes of Bethesda

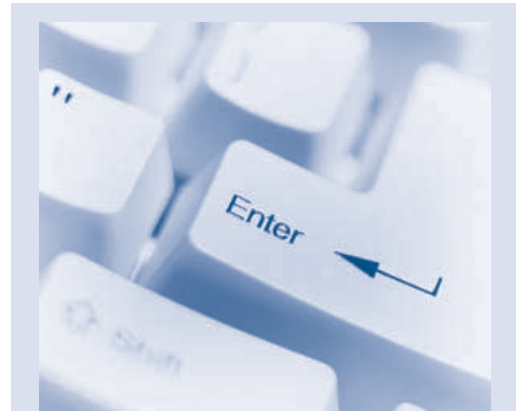
Vanity, thy name is search (not woman)!

By Gayley Knight (Business Her Way Talk Radio)

Vanity searches (entering your name into a Google or other search boxes to see how many places you show up on the Web) may create problems for you! Do you want strangers to know where you surf, your online reading habits or medical inquiries, political affiliation or even sexual orientation?

Search engines collect and store records of your search queries. To protect yourself, consider these “don’ts” (and for details, search for “vanity search - what not to do” and options):

1. Don’t search for personally identifying information -- as tempting as it may be -- name, address, credit card number, social security number, or other personal information. These kinds of searches create roadmaps that lead to your doorstep, exposing you to identity theft and other privacy invasions.
2. Don’t leave cookies on indefinitely. Some search engines add cookies that identify you while searching. Set your cookies to expire after each search, quit your browser and log out properly. Check regularly for updates to privacy-protection tools built into your applications.
3. Don’t rely on plugins, such as Firefox’s TrackMeNot, without doing a bit of research. Some of these may make it easier to link your searches together (ex., you are using a distinctive plugin). Some of these programs do not hide personally identifying information or your search inquiries.
4. Don’t use unusual browsers, operating systems, language settings, or the like as you will stand out from the crowd, making identification easier.
5. Don’t use your ISP’s search engine. Your ISP knows you, can link your identity to your searches and individual queries into a search history. Comcast subscribers should avoid using <http://search.comcast.net> and AOL members, do not use <http://search.aol.com> -- and so on.



Bytes of Bethesda is brought to you by The Chamber’s Technology Committee. All members with an interest in current technology trends are invited to participate in the Committee, which meets on the first Thursday of every month. Please contact Gloria Arnold, at garnold@bccchamber.org for more information.

Ask the Techie

Q. “Does Size Matter?”

A. Yes, for online shoppers of items such laptops or monitors, especially where sizes are often only available in inches or centimeters. Dimensions just don’t present a feel for the actual size such as you’d get when shopping in a brick and mortar store. The solution? A new web site, **sizeeasy.com**, allows you to enter dimensions and see them drawn to scale next to everyday items (you choose from a deck of cards, a matchbox, a 32” TV and more).

(Monthly questions asked of the members of the Chamber’s Technology Resources Committee – if you have a technology-related question, please forward it to Gloria Arnold at garnold@bccchamber.org)

Legislative Action Update

By *Ronald E. Resh, Esq.*

Since the beginning of the year, The Greater Bethesda-Chevy Chase Chamber of Commerce has been involved at all levels of government in a variety of important issues.

SUBDIVISION MORATORIUM – In testimony before the Montgomery County Planning Board and the County Council, the Chamber strongly opposed a proposal to temporarily suspend approval of subdivision plans. This would have done irreparable harm to the county's economic development efforts. We are pleased that the Council unanimously agreed to reject this proposal.

TRANSPORTATION PRIORITIES – Testifying before the County Council, the Montgomery County Delegation to Annapolis, and the Planning Board, the Chamber reaffirmed our long-standing support for the Georgetown Branch Light Rail Purple Line project consistent with previously approved land use master plans. We also expressed support for efforts to secure funding for Maryland's Transportation Trust Fund, for long-range regional funding for METRO, and for transit ridership incentives.

COUNTY OPERATING BUDGET – In recommendations to the County Executive and in testimony before the County Council, the Chamber presented our thoughts and comments on the proposed 2007-08 County Budget. We emphasized transportation and transit issues, street maintenance and lighting, public safety and small business enhancement programs. We also voiced our support for the programs, operations and funding needs of our numerous partnership organizations responsible for delivering services and promoting safety, quality of life and economic well-being in the Greater Bethesda-Chevy Chase area. We are pleased to report that the budget submitted by the Executive and approved by the Council addressed most of our major issues and concerns.

PURPLE LINE LIGHT RAIL – Continuing our long-standing membership in the Coalition to Build the Purple Line, our Chamber participated in the planning and conduct of a rally in Annapolis to demonstrate support for this much-needed project. Various Washington area legislators joined in the rally, which received state-wide media coverage.

BRAC IMPACT – The Chamber submitted comments to federal officials on the impact of the scheduled relocation of major functions of the Walter Reed Army Hospital to the National Naval Medical Center. We noted the positive opportunities this presents such as added incentive for construction of the Purple Line Light Rail and the south entrance the Bethesda Metro Station. We also made a number of suggestions for enhanced pedestrian and vehicular safety and access.

ANNAPOLIS DEVELOPMENTS – With a new governor and many new members of the General Assembly needing time to become acclimated to the workings of state government, several major measures advocated by the business community failed to be enacted this year. Among issues that will be reconsidered at the next session are health insurance incentive programs for small businesses, transportation funding, and general revenue and fiscal issues.

Anticipating critical revenue and tax discussions, the Chamber developed a position statement that will serve as the basis of our evaluation of proposals and suggestions to elected officials. A complete copy of this statement appears on p. 15 in this newsletter.



B-CC Chamber's Spring Walk-Around

The old-fashioned, membership walk-around is back! On May 22nd, members of the Chamber visited businesses in the Bethesda, Chevy Chase and North Bethesda area, in an effort to promote the Chamber and recruit new members. 30 Chamber members volunteered to participate in this membership drive. They greeted over 100 businesses and provided each company with a complimentary bag of goodies,

which included Chamber information and cookies baked by The Bean Bag.

The Chamber will have a membership drive in this fall. If you would like to volunteer, or know of any neighbors, new businesses or other area prospects that would benefit from a Chamber membership, please contact Laura McGarry, Membership Manager, at 301-652-4900 x203 or lmcgarry@bccchamber.org.

Position Statement by The Greater Bethesda-Chevy Chase Chamber of Commerce Regarding Revenue and Taxes in MD - April 2007

By Ronald E. Resh, Esq.

The Greater Bethesda-Chevy Chase Chamber of Commerce recognizes the need to address a number of important revenue and tax issues confronting the State of Maryland. Among these is a significant shortfall in funding available to meet pressing transportation needs. A solution must also be found to correct a growing structural deficit in the overall state budget.

From time to time, various revenue generating measures have been under discussion. These include increases in the state gasoline and vehicle excise taxes, increase and expanded coverage of the state sales tax, dedication of a portion of the sales tax to specific needs such as transit and education, expansion of the corporate income tax, and others.

Before any revenue increase is enacted, the State of Maryland must demonstrate to taxpayers that the following considerations have been met.

- Accountability and fiscal responsibility must be the number one priority. Spending must be brought under control and reduced. Unnecessary, duplicative programs must be eliminated and consolidated. Efficiency and economy must be promoted throughout state government. Measurement standards must be implemented and the results periodically made public.
- The practice of enacting unfunded mandates must stop. Henceforth, any program requiring the expenditure of funds must be accompanied by a clear realistic revenue funding plan.
- Taxes should be fairly distributed throughout the community. No one segment, business or industry should

be expected to carry an unwarranted burden. It must be recognized that certain things such as good roads, transit and schools are a benefit to all. In one way or another, tax increases are ultimately borne by all citizens. This is most recognizable when it is direct such as a sales, gasoline or income tax. It is more subtle, but equally as onerous, when it is indirect such as a business tax that is passed on to the consumer through a price increase or by a loss of jobs and a reduced tax base when a business fails or relocates outside the state because it cannot remain competitive under Maryland standards.

- Any tax on business, direct or indirect, should be carefully evaluated in terms of its effect on the ability to compete with businesses in surrounding jurisdictions and in other areas of the country.
- Distribution of state tax revenues to the local subdivisions should be accomplished on an equitable basis and should take into account the contribution of those jurisdictions to Maryland's overall tax base.
- Consideration of proposed new revenue measures should be done on a comprehensive basis, taking into account the cumulative effect of all taxes and Maryland's relative standing vis-à-vis competing jurisdictions throughout the country.

Based on the above criteria, The Greater Bethesda-Chevy Chase Chamber of Commerce will evaluate revenue and tax proposals and make our position clearly known to our elected officials. We are not opposed to reasonable measures, fairly applied, that meet these desired standards.

Welcome to Mark Woods, B-CC Chamber's New Events Manager and Tiffany Sy, B-CC Chamber's New Communications Coordinator

If you've been to any of the Chamber's recent networking events, you've noticed two new faces among the staff. We recently welcomed Mark Woods on board as the new Events Manager. Mark recently moved to the Washington DC area from Ohio, where he has several years experience in events management and planning. Mark can be reached at mwoods@bccchamber.org or at 301-652-4900 ext. 202. We also recently welcomed Tiffany Sy as the new Communications Coordinator. Tiffany previously interned for the Chamber in 2002. She graduated magna cum laude from the University of Massachusetts in December with a B.S. in Sport Management. Tiffany can be reached at staff@bccchamber.org or at 301-652-4900 ext. 205.



Mark and Tiffany look forward to working with all of the members and helping you maximize your business visibility, while enjoying outstanding networking events.



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