



1926 - 2006  
Celebrating 80 Years of Excellence

# CHAMBER NEWS

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

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## Meet the Media Seminar

The Chamber's Marketing & Communications Committee and Round House Theatre are proud to present "Meet the Media," a panel seminar for business professionals, on Tuesday, November 28th, 2006.

Don't miss out on this unbelievable opportunity to expand your business and develop a media strategy tailored to your company. Registration includes a complimentary continental networking breakfast.



Register for this seminar at [www.bccchamber.org/event\\_reg.asp](http://www.bccchamber.org/event_reg.asp). For more information, please call the Chamber at (301) 652-4900 or contact Gloria Arnold at [garnold@bccchamber.org](mailto:garnold@bccchamber.org).

**Tuesday, November 28th, 2006, 8am – 12pm**  
**Round House Theatre**  
**4545 East-West Highway, Bethesda**

This professional development seminar will bring together media representatives from radio, magazine, newspaper, internet and television to discuss topics such as:

- Establishing media contacts
- What is newsworthy?
- How to get more media exposure
- Marketing & the media
- Writing a press release
- Contacting the newsroom
- And much, much more ... from the region's leaders in the media industry!

You'll have the opportunity to ask questions and meet with individual media representatives following the panel discussions.

## Inaugural Signature Series Lunch Gets Rave Reviews

On Monday, September 25, the Chamber hosted their inaugural Signature Series Lunch featuring guest speaker, Major General Guy C. Swan III, the Commanding General of Joint Force Headquarters of the National Capital Region. Over 100 business professionals from the Bethesda-Chevy Chase area enjoyed high profile networking and an elegant lunch at Maggiano's while Swan discussed the current level of security in our area, precautions and changes that have occurred since 9-11 and other security-related issues in our region.

Swan oversees the Joint Force Headquarters which brings together the resources of the Army, Navy, Air Force, Marine Corps, Coast Guard, and NORAD into a unique single-point headquarters. This allows for better planning, coordination, and execution of the military's mission. The Headquarters operates with an annual budget

of \$53 million and is responsible for homeland defense, defense support to civil authorities, and emergency preparedness in the National Capital Region.

The Chamber's Signature Lunch Series is a new quarterly event series that brings together business professionals for high quality networking and to hear noteworthy speakers from the region. Signature Series Lunches are open to Chamber members and guests to the Chamber at a nominal rate.

Stay tuned, the next Signature Series Lunch will be scheduled very soon!



## Letter From the Chairman

You may not know this, but your membership in the Greater Bethesda-Chevy Chase Chamber automatically makes you a member of the US Chamber and all of the resources it has to offer. In advance of the election this month, the US Chamber's weekly commentary noted that "when it comes to politics, small business owners...simply want results."

The same is true for the B-CC Chamber. Our Legislative Agenda does not take a partisan position on candidates or issues, but a consistent position to support initiatives and policies that assist and strengthen our businesses and economic development. Further, the Legislative Agenda lists the specific items where we hope to work with the elected officials to get results! Look for updates on our initiatives in the newsletter Legislative Updates by Ron Resh, our email updates and at our Economic Development committee meetings.

The B-CC Chamber also wants to provide results for our membership! Whether it is networking, visibility, advocacy, service, or education, the Chamber provides numerous ways to get results for your business. The results may not be immediate, but like an investment, over time your contribution will increase in value and be rewarding.

Be sure to review the Chamber Events schedule, but some highlights include the "Meet the Media" quarterly seminar on November 28th to provide an overview of marketing through various aspects of media – newspaper, radio, magazine, television and computer. In response to the success of last year's program and member requests, the program has been extended to provide ample opportunity for questions and answers from our media presenters. Another important event is the joint meeting of the Economic Development, Park and Transportation and Real Estate committees on December 5th with guest speaker, General Mike Hayes, the Director of the Office of Military and Federal Affairs of the Maryland Department of Business and Economic Development to review the changes to our area and businesses with the BRAC move of Walter Reed to Bethesda.


Of course, we hope to see you at the next Signature Series Luncheon, After Hours and Breakfast networking events. Keep tuned for updates on the Chamber's initiatives to get results, and please let us know how we can further help your business get results!

Have a Happy Thanksgiving!



Anne C. Martin,  
Chairman

Allie Williams (American Chamber of Commerce Executives) presents the 2006 - 2007 ACCE Chamber of the Year award to the Greater B-CC Chamber at the Legislative Reception on October 5, 2006.



### 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 Caf *

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

#### President

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

### Board of Directors

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Steven M. Bonavita, *SunTrust Bank*

John Bowis, *Chevy Chase Cars*

Cliff Chiet, *The Gazette*

Lynette D'Arco, *Morton's The Steakhouse*

Peter Ensign, *Elite Personnel*

Jane Fairweather, *The Jane Fairweather Team*

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Kevin G. Hanlon, *Guernsey Office Products*

Mark Jennings, *Hyatt Regency Bethesda*

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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

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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](mailto:gitaliano@bccchamber.org)

#### Director of Operations

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#### Events Manager

Ann Marie Pinto: [ampinto@bccchamber.org](mailto:ampinto@bccchamber.org)

#### Membership Manager

Brandon Harris: [bharris@bccchamber.org](mailto:bharris@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.

## Annual Legislative Reception



Bob Metz (**Linowes and Blocher**), Jim Gilchrist – Candidate for District 17 House of Delegates, and Don Hogan, representing Governor Robert Ehrlich



Police Chief Tom Manger and Bill Carey (**Strathmore**)



Peter Ensign (**Elite Personnel**), Ron Resh (Chamber's Public Affairs Consultant), Duchy Trachtenberg, candidate for County Council



Anne Martin (**Linowes and Blocher**), Delegate Luiz Simmons, Delegate Brian Feldman



Thank you to our visual sponsor, **CPR MultiMedia Solutions**



Delegate Kathleen Dumais, Senator Rob Garagiola and Delegate Bill Bronrott

## Ask the Tech Committee

**Q.** *How do I determine if information found on a website is accurate?*

**A.** *There are 6 main criteria for evaluating web pages:*

- 1. Authority: What gives the author authority or expertise?*
- 2. Objectivity: What is the purpose of the site from the author's point of view? Is there a bias?*
- 3. Accuracy: Is the information documented with proved facts?*
- 4. Currency: Is the site maintained? Is the information current or timely?*
- 5. Coverage: Does this site address the search topic? Is the information detailed, scholarly or basic? Is the page a satire or spoof?*
- 6. Value: Is the page free of grammatical and spelling errors and mistakes? Was the page worth visiting? Does the site provide unique or meaningful information?*

*It is up to you to evaluate web pages and determine if the information is accurate. It is often free and easy to post pages online, so anyone can do it! Therefore, you should beware when collecting information from the web.*

Email questions to [garnold@bccchamber.org](mailto:garnold@bccchamber.org).

**THANK YOU...**

Annual Legislative Reception @ National 4-H Conference Center Presented by Suburban Hospital

October Beer Tasting @ Sapphire Cafe Presented by Hook & Ladder Brewing Company, Advantage Industries, Inc., Altronics Communications, Digital Industry, Inc., Shulman, Rogers, Gandal, Pordy & Ecker, PA, SysArc and Visual Mining

October Power Networking Breakfast @ Union Jack's Presented by The National Center for Children and Families

NextExec Seminar @ The Writers Center

## Calendar Check

**Wednesday, November 1 – 6:00pm to 9:00pm Fifth Annual Fall Gala: “CELEBRATE: Hats off to Bethesda-Chevy Chase”**  
*This premier event brings together hundreds of local community and business leaders while benefiting the Chamber's 18th Annual Goodwill Dinner. Radio King Orchestra will provide the musical backdrop while attendees enjoy networking, cocktails including our signature martini bar, and a taste of the finest restaurants in the B-CC area.*  
**Location:** Chevy Chase Bank Headquarters – 7501 Wisconsin Avenue, Bethesda, MD

**Thursday, November 9 – 2:00pm to 4:00pm** **Flu Shots at the Chamber**  
*Stop by the Chamber office to get your flu shot. \$32 per person.*  
**Location:** Chamber Office - 7910 Woodmont Avenue, Suite 1204, Bethesda, MD **Sponsored by:** Suburban Hospital

**Tuesday, November 14 – 5:30pm to 7:00pm** **Business After Hours**  
*Stop by after work to enjoy food, drinks, and networking!*  
**Location:** Positano – 4940 Fairmont Avenue, Bethesda, MD **Sponsored by:** Occasions to Remember

**Tuesday, November 21 – 7:15am to 9:00am** **Power Networking Breakfast**  
*Build your business network by making new contacts at this structured networking event. Don't forget to bring lots of business cards!*  
**Location:** Bethesda Marriott Suites – 6711 Democracy Boulevard, Bethesda, MD **Sponsored by:** Spectrum Printing & Graphics

**Tuesday, December 5 – 5:30pm to 7:00pm** **Business After Hours**  
*Stop by after work to enjoy food, drinks, and networking!*  
**Location:** Gary Clark's South Beach Restaurant & Bar – 7904 Woodmont Avenue, Bethesda, MD

**Tuesday, December 19 – 7:15am to 9:00am** **Power Networking Breakfast**  
*Build your business network by making new contacts at this structured networking event. Don't forget to bring lots of business cards!*  
**Location:** La Ferme Restaurant – 7101 Brookville Road, Chevy Chase, MD **Sponsored by:** Dr. Suzanne H. Kim, D.D.S.

## Brigadier General Mike Hayes to Address Walter Reed Move

Brigadier General Mike Hayes USMC (Ret.), (Director of Maryland Military and Federal Affairs, Maryland Department of Business & Economic Development) will be the guest speaker at the Chamber's joint meeting of the Economic Development, Parking & Transportation and Real Estate committees. At this meeting, General Hayes will be addressing the plans for the merger of Walter Reed Army Medical Center and National Naval Medical Center on the Bethesda campus, by September 2011, as mandated by the Department of Defense and the 2005 Base Realignment and Closure Commission (BRAC) in May 2005. The meeting will be held on Tuesday, December 5th from 8:00 a.m. until 9:00 a.m. in the EagleBank Board Room at the Chamber. As space will be limited for this presentation, please RSVP to Ginanne Italiano at 301-652-4900 x203 or gitaliano@bccchamber.org.



## The B-CC Chamber Thanks Our Prized Members!

Bethesda Magazine  
 Burt Associates  
 Coaching Alliance Group  
 College Hunks Hauling Junk  
 DuShor Dance Studios  
 EmbroidMe  
 Eskeez Design, Inc.  
 Estoril Construction, Inc.  
 Gifford's Ice Cream & Candy Co.  
 Hard Times Café  
 Mary Kay Skin Care & Cosmetics  
 Minuteman Press of Bethesda  
 Mosaic Total Body Salon  
 National Museum of Health & Medicine

Occasions to Remember  
 Office Movers, Inc  
 Our Gift Biz  
 Picture-Story Studio  
 Ponte Mellor Architects  
 Radio King Orchestra  
 Ruth's Chris Steakhouse  
 Safeguard Printing & Promotional Products  
 Stanley Mayer, D.D.S.  
 Strathmore Music Hall  
 Strike Bethesda  
 Suburban Hospital  
 SunTrust Bank Investment Services, Inc.

Super Shuttle  
 Suzanne H. Kim, D.D.S.  
 The Sales Doctor, LLC  
 Ubuildit-Bethesda  
 Washington Adventist Hospital Foundation  
 Washington Business Journal

We attribute our Chamber's success to the outstanding involvement & support of members such as these. To join our Prized Member Showcase, contact Ann Marie Pinto at 301.652.4900 ext. 202.

# Out and About in the Community

A group of business professionals enjoy networking, appetizers and drinks at the September After Hours hosted by The Barking Dog.



▶ Brandon Barr, Karen Ben-Shlaush and Gus Moyer talk business at the Power Networking Breakfast.



◀ The women of Rainbow Hair Salon take a break from networking at the September Breakfast to pose for a picture in the salon.



▶ Martin Posse, Matthew Morris, Jason Newman and John Fineran network at the September After Hours.



▶ Chamber members and their families stop by the B-CC Chamber booth at the Back to Bethesda & Taste of Bethesda festivals.

▶ Steven Bonavita and Alex Assaley chat at the October Power Networking Breakfast hosted by Union Jack's.



## Welcome New Members to the Chamber

### AUTOMOBILE DETAILING

#### **Auto Detailers of Bethesda**

Steven Thomas  
7909 Woodmont Avenue  
Bethesda, MD 20814  
(301) 652-2912  
Referred by: Alexander  
Inglese, Federal Realty  
Investment

### DANCE STUDIOS

#### **Flying Feet Enterprises**

Marc Shepanek  
4408 Faraday Place, NW  
Washington, DC 20016  
(202) 244-2787  
Website: [www.flyingfeet.org](http://www.flyingfeet.org)  
Referred by: Rick and Robin  
Gordon, Radio King Orchestra

### EMPLOYMENT BENEFITS/ 401(K)

#### **AFS Financial Group**

Alex Assaley  
7610 Old Georgetown Road  
Plaza Level  
Bethesda, MD 20814  
(301) 951-2642  
Website: [www.afsfinancialgroup.com](http://www.afsfinancialgroup.com)

### FINANCIAL INSTITUTION - INVESTMENTS & SERVICES

#### **MZ Capital**

Michael Zhuang  
1 Research Court  
Suite 450  
Rockville, MD 20850  
(301) 452-4220  
Website: [www.mzcp.com](http://www.mzcp.com)  
Referred by: Rick Lowrie,  
Intelligent Office

### FINANCIAL PLANNING INVESTMENTS & SERVICES

#### **Northwestern Mutual Financial Network**

Kyle Sourk  
30 West Gude Drive  
Rockville, MD 20850  
(301) 217-6459  
Website: [www.nmfn.com/  
rockvillegroup](http://www.nmfn.com/rockvillegroup)  
Referred by: Robert Quinn,  
Northwestern Mutual

#### **Smith Barney – Citigroup**

Karen Ben-Shlaush  
7272 Wisconsin Avenue  
Suite 400  
Bethesda, MD 20814  
(301) 664-6844  
Website: [www.smithbarney.com](http://www.smithbarney.com)

### GRAPHIC DESIGN

#### **Barbara Quinn Design & Illustration**

Barbara Quinn  
286 New Mark Esplanade  
Rockville, MD 20850  
(301) 294-6890  
Website: [www.barbaraquinn.com](http://www.barbaraquinn.com)

### INTERNET & ONLINE SERVICES

#### **Events In Your Area.com**

Brandon Barr  
3826 Gawayne Terrace  
Silver Spring, MD 20906  
(301) 598-0623  
Website: [www.  
eventsinyourarea.com](http://www.eventsinyourarea.com)

### LEGAL SERVICES

#### **Law Offices of Stuart L. Plotnick**

Stuart Plotnick  
51 Monroe Street  
Suite 701  
Rockville, MD 20850  
(301) 251-1286  
Website: [www.plotnicklaw.com](http://www.plotnicklaw.com)  
Referred by: Jeff Stempler,  
Fieldstone

### MARKETING AND BUSINESS CONSULTING

#### **Invitation To Better Things**

Jennifer Rae  
1013 DeBeck Drive  
Rockville, MD 20851  
(301) 309-9753  
Website: [www.  
invitationtobetterthings.com](http://www.invitationtobetterthings.com)

### PLASTIC SURGEONS

#### **Le Visage ENT & Facial Plastic Surgery**

Duane Taylor M.D.  
6410 Rockledge Drive  
Suite 650  
Bethesda, MD 20817  
(301) 897-5858  
Website: [www.levisageentfps.com](http://www.levisageentfps.com)  
Referred by: Darrin Porter,  
Mortgage Company

### REAL ESTATE DEVELOPERS & INVESTORS

#### **Smart Budgett LLC**

Dr. Adebola Babs Ibirogbu  
PO Box 544  
Glen Dale, MD 20769  
(301) 523-0750  
Website: [www.  
yoursmartbudget.com](http://www.yoursmartbudget.com)

### RETAIL

#### **Gartenhaus Furs**

Dave Cowling  
6950 Wisconsin Avenue  
Bethesda, MD 20815  
(301) 656-2800

### SHOES – RETAIL

#### **Bostonian Shoe Store #607**

Chris Berry  
118 Montgomery Mall  
7101 Democracy Blvd.  
Bethesda, MD 20817  
(301) 365-8813

### YOUTH - DEVELOPMENT & EDUCATION

#### **Jabberu**

Rob Anderson  
4926 Del Ray Avenue  
Bethesda, MD 20814  
(301) 951-1101  
Website: [www.jabberu.com](http://www.jabberu.com)  
Referred by: Bonnie Fogel,  
Imagination Stage

## Thank You to Our Renewing Members

Aldon Management Corporation  
Anita . L Segretti, Insurance  
Bethesda Court Hotel  
Bethesda-Chevy Chase Rotary Club  
Bond Beebe Accountants & Advisors  
Brown & Bigelow  
Connors Appraisals, Inc.

Elite Personnel  
Federal Realty Investment Center  
Fidelity & Trust Bank  
Focus Point, Inc.  
Fried & Rosefelt, P.A.  
The Gazette  
Hilltop Computer Shop, LLC

McShea & Company, Inc  
Office Movers, Inc.  
The Original Pancake House  
Potomac Insurance  
Premier Homecare  
Saphire Café  
State Farm Insurance

## Members in the News



Jacqueline Thompson



Brian Garstecki

**Bond Beebe**, a certified public accounting firm with offices in Bethesda, Maryland and Alexandria, Virginia, announced today Jacqueline Thompson, CPA; Scott Price, CPA; and Brian Garstecki, CPA; have

been elected as Principals of the firm. Price and Garstecki, who joined Bond Beebe in 1996 and 2003, respectively, work in the firm's Labor Union and Employee Benefits Practice. Thompson, a 10-year Bond Beebe veteran, has a diversified background. She services clients of various

sizes across a broad range of industries, including real estate, construction, government and non-profit.

**Burt Associates, Inc.** is honored to have been included once again in Worth magazine's list of "The Top 100 Wealth Advisors." Worth calls this list of 100 from more than 500,000 advisors nationwide.

Nick Propps and David Dolan, from the Bethesda based firm of **Commercial Brokers**, represents the International Union of Painters and Allied Trades as they make a new move to Lanham Maryland. The Union purchased a 41,000 sq. ft. flex and office building at 4700 Boston Way in the Washington Business Park. "This new location provides unmatched access for the Union's members at Route 50 and the Capital Beltway and permits the Union to operate its offices and advanced training facilities under one roof" noted Propps. The building provides abundant parking and houses a 17,000 sq. ft. auditorium which is used for broadcasting a weekly UPN television show.



Brandy Scheydt has joined the Estate & Wealth Preservation Group at **Hodes Ulman, Pessin & Katz, P.A. (HUP&K)**, Maryland's 7th largest law firm, as an Associate, and will continue to provide clients with innovative estate planning and wealth management solutions. Prior to joining HUP&K, Scheydt was a Judicial Law

Clerk for the Honorable Dana M. Levitz, Circuit Court for Baltimore County.

**Hodes, Ulman, Pessin & Katz, P.A. (HUP&K)**, Maryland's 7th largest law firm, is honored to have 10 of their members from their corporate and litigation groups named to the Maryland Super Lawyers list. Super Lawyers identifies the top 5 percent



of attorneys in each state, as chosen by their peers and through the independent research of Law & Politics. HUP&K Super Lawyers are: Steven A. Allen, Barry Bach, John Carroll Broderick, Rochelle S. Eisenberg, Gerald M. Katz, Patricia M. Lambert, Randall M. Lutz, Charles F. Morgan, Leslie R. Stellman and David M. Tralins. Super Lawyers is published in 48 states and reaches more than 10 million readers annually.

On September 25 at their Annual General Meeting, the Board of Trustees of **Imagination Stage** (formerly Bethesda Academy of Performing Arts), voted five new members onto the Board of Trustees. They will serve the not-for-profit children's arts organization during its 27th year of operation. Beginning three-year terms are: Timothy G. Davis, VP, the Floyd E. Davis Co.; Wayne Hunley, head of PNC's Corporate Banking business in Washington; Richard L. Moyers, Program Officer for the Eugene and Agnes E. Meyer Foundation's Nonprofit Sector Fund; Mark S. Richardson, Senior Vice President/Principal of Landlord Advisory Services at Transwestern Commercial Services; and Stephanie P. Williams, Coordinator, Policy and Records for Montgomery County Public Schools.

**Suburban Hospital**, the National Heart, Lung, and Blood Institute (NHLBI) of the National Institutes of Health, and Johns Hopkins Medicine celebrated the official opening of the NIH Heart Center at Suburban Hospital on Friday, Sept. 29. In addition to state-of-the-art cardiac surgery and elective angioplasty, Suburban Hospital now provides easy access to advanced cardiovascular treatments available in only a handful of medical centers in the region. The new NIH Heart Center at Suburban Hospital brings the clinical and scientific excellence of two renowned medical institutions to a community-based cardiac program in the heart of Bethesda. Through this historic collaboration with NHLBI and Johns Hopkins, the NIH Heart Center at Suburban Hospital will provide training for the next generation of cardiac surgeons and cardiologists, and, through ground-breaking research, contribute to improvements in the treatment of cardiac disease worldwide. The program is led by Dr. Keith Horvath, Chief of Cardiothoracic Surgery, and Dr. Kenneth Kent, Chief of Cardiology.

The Department of Homeland Security (DHS) announced the recipients of its small-business set-aside awards for the DHS EAGLE program. **Trawick & Associates (TRAWICK)** owned business based in Bethesda, is pleased to announce that it is one of those recipients. TRAWICK already has a strong presence in the local government contracting community and provides world-class information technology services to agencies within the Department of Defense and the Department of Commerce. This latest award is a major win and provides TRAWICK with the opportunity to market telecommunications-related services to the 22 components of DHS.

Send your news to Brandon Harris, Membership Manager, at [bharris@bccchamber.org](mailto:bharris@bccchamber.org).

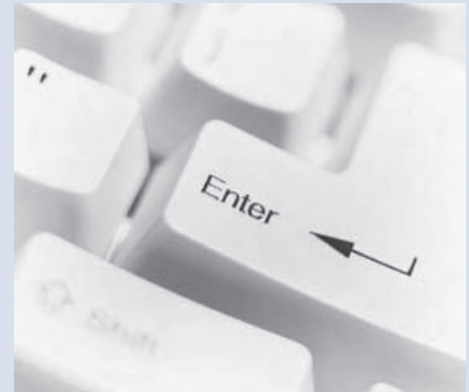
## Bytes of Bethesda

By Adam Solomon, Digital Industry, Inc.

Summer's over, the weather is getting colder, which can only mean one thing, the holiday season is just around the corner. If your family is anything like mine, that means consumer electronics shopping, and for the very lucky ones, big screen TV and MP3 player shopping! Buying a TV is not nearly as simple as it used to be; there is now a dizzying array of choices. This is an attempt to provide a basic guide for high-end electronics.

High-end TVs come in three varieties, rear projection, LCD, and plasma. With a rear projection TV you can get the largest image, high definition and it's less expensive than competing types. LCD TVs are basically larger versions of your computer monitor. LCD TVs have great color quality and are lightweight. The downside is that they tend to be pricey, and the size is somewhat restricted. Plasma TVs are definitely the coolest option. They have the best image quality, it's now a tested, reliable technology, and prices have come down considerably. The downside is that not all plasmas are created equal. They have to have technology to avoid image burn.

MP3 players play digital versions of your favorite music. You can get digital music files by copying them from your CD collection or purchasing them from online music stores. MP3 players come in a variety of storage sizes from 1 gigabyte to 80 gigabytes. A good rule of thumb is that one gigabyte can accommodate 200 songs. Some of the newer models can play video as well. The most important issue to keep in mind when considering an MP3 player is compatibility. If you are going to be purchasing and downloading your music online, most players are tied to specific online stores, so much purchased from a different store will not work on the player.



*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](mailto:garnold@bccchamber.org) for more information.

## Goodwill Dinner

As the holiday season approaches, the local malls deck the hollies, children excitedly craft their wish lists and preparations begin for a Thanksgiving Day feast. The Bethesda-Chevy Chase area is a great place to work, live and play this time of year.

Unfortunately, not everyone in our community can easily enjoy and experience the excitement associated with the new winter season, which can be costly. For 18 years, the Greater B-CC Chamber has partnered with many community organizations to ensure that everyone can experience at least one magical evening complete with a gourmet meal, children's entertainment, gifts, a picture with Santa and so much more!

The 18th Annual Goodwill Dinner will take place on Wednesday, December 13th. The **Hyatt Regency Bethesda** and **Classic Residence by Hyatt** will provide a delicious buffet with carved meats and all the trimmings, homemade desserts, and a gingerbread cookie-decorating bar. The **Bethesda Urban Partnership** along with the B-CC Chamber contact and coordinate local businesses to provide gifts, musical entertainment, clowns, decorations, balloons and holiday-themed centerpieces, while The **Bethesda-Chevy Chase Government Services Center** and **Bethesda Cares** extend invitations to community members who are in need. This magical experience will take place in the Anastasi Room, donated by the **Bethesda-**

### **Chevy Chase Rescue Squad.**

Each guest at the dinner receives a small holiday gift plus a keepsake picture with Santa. In conjunction with the Goodwill Dinner, backpacks stocked with "Street Survival Kits" will be distributed to the homeless in our area. These Kits include necessities such as hats, gloves, socks, toiletries and more.

This year marks the 18th anniversary of the Goodwill Dinner and we need YOUR help. The Goodwill Dinner is funded by donations from local businesses, organizations and community members. New this year, we are hosting a holiday kick-off Eggnog Party at Café Europa to thank those who have generously supported the Goodwill Dinner and encourage others to donate to this great community effort.

For more information, please contact Gloria Arnold at [garnold@bccchamber.org](mailto:garnold@bccchamber.org).





# Legislative Update

By **Ronald E. Resh, Esq.**

## GETTING TO KNOW YOU

In early October, the Greater Bethesda-Chevy Chase Chamber of Commerce hosted another of its successful annual Legislative Receptions. With the general election just a few weeks away, the event was well attended by elected officials, candidates, and other VIP's. This presented an excellent opportunity for public officials currently in office to renew and strengthen dialogue with members of the Chamber. It also allowed newcomers, who will take office later this fall, to get to know the Chamber, its members and its goals and priorities.



It's important to note that the success of any dealings the Chamber has with public officials rests on the interest and involvement of its members. Leadership of the chamber can present its case in the best possible manner, but this is no substitute for personal, grassroots contact by individual business people. Elected officials have firmly fixed in their minds the notion that chambers of commerce and other business organizations do not vote; but individual business owners, their employees, families and friends do.

Opportunities to interact with elected officials come in a variety of ways. Public events, meetings at the Chamber, social settings, neighborhood get-togethers, and legislative hearings are some of these possibilities. Whenever this occurs, there are a number of things to keep in mind.

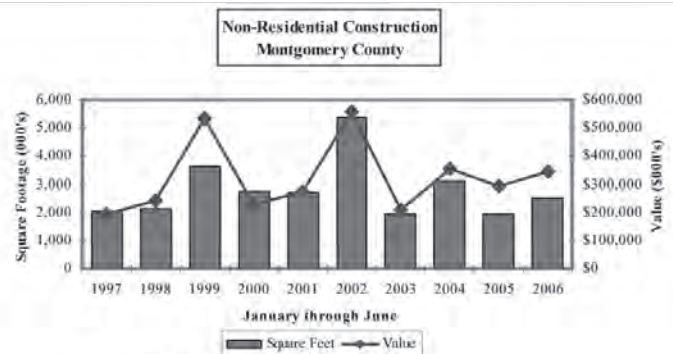
The nature of your business, your location, the jobs you create, the employees and families you sustain, your contribution to the revenue stream by payroll, business and income taxes are items that deserve attention. Equally important to point out is your community support and involvement, the fact that you and your employees are county residents, taxpayers and voters, that you rely on and support schools, transit and transportation infrastructure. In short, that you are interested and involved in all aspects of the county.

Elected officials must be made to understand that you face competition from businesses in other jurisdictions that frequently project a positive, business-friendly atmosphere. The message to be conveyed was best stated by a candidate for national office at a recent luncheon in Montgomery County: "Government doesn't create jobs; businesses do."

The Chamber urges you to keep us advised of your interests and concerns. We welcome your participation and help with our contacts with elected officials. In the next newsletter, we will explain the steps we have taken to facilitate your participation.

Look for the new updated "Welcome to Bethesda-Chevy Chase" signs located on Wisconsin Avenue by the Bethesda Temple and on Old Georgetown Road by Suburban Hospital.

# Economic Indicator



SOURCE: McGraw-Hill Construction



## CHAMPAGNE SUNDAY BRUNCH

from 11:30-2:00 PM

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## Spotlight on Corporate Sponsors

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Founded in 1906 in Washington, D.C., as a small excavation and road-grading company and today headquartered in Bethesda, MD, **Clark** is one of the largest general contractors in the United States with over \$2.5 billion in annual revenue. Its portfolio of work in the D.C. metropolitan area includes the MCI Center, FedEx Field, World Bank, Willard Hotel, Warner Theater, the Music Center at Strathmore and the National Museum of the American Indian. Clark also built the Washington Convention Center, the largest construction project undertaken by the city to date, and is currently constructing the Washington Nationals Ballpark which will be completed in time for the 2008 Major League Baseball season. In addition to projects that have spurred revitalization throughout the Washington, D.C. area, Clark has built key transportation links that have been instrumental in the growth of the region. The company has constructed more than 30 projects for the Washington Metropolitan that have Transit Authority (WMATA) Metrorail system dating back to the 1970s. As the company celebrates its 100th anniversary in 2006, it remains committed to maintaining the core values upon which the company was founded - providing quality projects to satisfied customers, maintaining an industry-leading safety record, and giving back to the community. For more information, please visit [www.clarkconstruction.com](http://www.clarkconstruction.com).



Dembo, Jones,  
Healy, Pennington,  
& Marshall, P.C.

**Dembo, Jones, Healy, Pennington & Marshall, P.C. (DJHPM)** has been a member of the community, and of the Chamber, for over 50 years. DJHPM is proud to be a Charter member of the Forum Club and to have two shareholders who are past-Presidents of the Chamber. DJHPM is a full service CPA firm, providing audit, accounting, tax, consulting, business valuation, litigation support and outsourcing services. Their clients include construction contractors, law firms, real estate owners and developers, government contractors and non-profit organizations. DJHPM is a member of PKF International, an association

of independent accounting and consulting firms across the United States and in another 119 countries around the world. This association provides their clients with tax and accounting capabilities far outside our region. In addition, DJHPM is affiliated and co-located with two other companies that provide services to their clients and others. Tyrrell, Mason & Pillote, P.C. is a law firm focused primarily on Estate, Trust and Tax matters. Burt Associates, Inc. is a fee-only financial planning and investment management firm. For more information about DJHPM and their services, please visit [www.djhpm.com](http://www.djhpm.com) or contact their President, Walter C. Pennington, at (301) 770-5100.



A 22 yr. veteran of the business, **Jane Fairweather** is a staple in the Maryland residential Real Estate business. Together with her team of highly specialized assistants and buyer agents, Jane sells an average of 160-200 homes per year. She has been named the # 1 Coldwell Banker agent in the Washington Metropolitan Area for the last 8 years. Jane has consistently ranked among the Top 10 Coldwell Banker agents in the nation since 1998. In 2005 Jane sold \$128 million in sales volume! Jane's remarkable

experience allows for more product knowledge, more accurate pricing, proven marketing strategies, greater name recognition and stronger negotiating power. Jane also employs a team of expert assistants, who specialize in research, marketing, administration, finance and sales, allowing Jane to devote most of her time to negotiating on behalf of her sellers. Jane also has an unparalleled referral rate through which a considerable percentage of her 2,500 plus satisfied customers provide her with instant, credible access to new buyers and sellers. Jane can be reached at 301-530-HOME, or via email at [jane@janefairweather.com](mailto:jane@janefairweather.com)



**Monument  
Bank**

**Monument Bank** is a privately-owned full-service commercial bank headquartered at 7401 Wisconsin Avenue in Bethesda. Their primary geographic markets are Montgomery County and the District of Columbia. Although the Bank provides a complete range of business and consumer products and services, their focus is in the business, real estate and professional communities. Since

opening in September of 2005, they have grown to just under \$50 million in total assets. Management is headed by a seasoned team of local community bankers while the Board is comprised of 14 established, local business leaders and professionals. In a very competitive market, the bank has differentiated itself not only by its high level of customer service and attention but also by employing the very latest in remote banking technology. For more information about the Bank and its services, please visit their website at [www.monumentbank.com](http://www.monumentbank.com) or call their CEO, H.L. Ward, at 301-841-9555.



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Look inside for the B-CC Chamber PAC's "Ballot for Business" insert for the November 7th Elections!

## Win Big Business Benefits

Do you do business with someone who would benefit from chamber membership but doesn't yet belong to the B-CC Chamber? Do you have friends who are self-employed or work for a company that could use the extra visibility and networking opportunities that Chamber membership provides?

This is your chance to help your business grow while helping the Chamber grow it's membership. Refer a prospective member to the B-CC Chamber and if they join, you will "Win Big" with

business development prizes such as networking certificates, advertising opportunities and other tools to help your business grow and increase your visibility.

Brandon Harris, Membership Manager, will take prospective member names and contact information and make the call for you! Make your referrals by calling Brandon at 301-652-4900 ext. 201 or at bharris@bccchamber.org.

## 2006-2007 ACCE CHAMBER OF THE YEAR



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