



Doing Business Since 1926

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce



Don't Miss Out on the 11TH Annual Golf Classic – May 19th!

Spring is here and it's time to get out and start networking on the golf course and at the awards dinner during the Chamber's 11th Annual Golf Classic! Whether you plan to spend the day golfing or just to join fellow members for the networking reception and awards dinner, make sure to put **Monday, May 19th** on your calendar!

This year's Golf Classic, benefiting **Bethesda Cares** and underwritten by Grand Classic Sponsor **Chevy Chase Land Company**, will be held at Manor Country Club, 14901 Carrolton Road, Rockville, Maryland. Excellent Golf Classic sponsorships are available, offering great visibility opportunities. This year's Classic is chaired by Deb Kahley, Vice

President of Sales and Marketing, EagleBank. For information on sponsorship packages and costs or to sign up to play, see the flyer insert in this issue of the *ChamberNews*.

The Golf Classic features a shotgun scramble, use of the driving range, a cookout lunch, greens fees, golf cart rental, course beverages, gifts and souvenirs, a cocktail reception, an exciting putting green contest and the awards banquet dinner. Not a golfer? You can still be part of the day by volunteering to help out or by attending the Networking Reception and Dinner that evening. Break out your clubs for this tremendous opportunity for fun in the sun with new business contacts! For more information, contact Holly at (301) 652-4900 or hpersinger@bccchamber.org.

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Join Us

Business & Tech Expo 2003

The Greater Bethesda-Chevy Chase Chamber of Commerce

Monday,
April 7, 2003

9am - 3pm

Explore Business & Technology in the B-CC Community

Learn more about this great event at www.bccchamber.org

From the President



Lilliam L. Machado,
Oppenheimer,
Fleischer & Quiggle

The Chamber leadership recently completed its annual meetings with County Executive Doug Duncan and members of the County Council. I want to thank those members of the Board who participated in these meetings and Ron Resh, our Public Affairs Consultant, for taking the time to join Ginanne and me in presenting the Chamber's legislative agenda. For some businesses, it is either hard to see or easy to overlook the relevance of political advocacy to their everyday existence. It was not that long ago that Montgomery County was viewed as unfriendly to business; however, our Chamber played an important role in changing the local business climate for the better. I believe that our success is due to our ability to work with others who may not necessarily share our views on all issues. The Chamber will

continue its role in protecting the interest of business while working for a better Montgomery County.

I am looking forward to seeing everyone at the Chamber's **Business & Tech Expo** on April 7, 2003. Montgomery County's largest annual trade show. Come network among colleagues, meet potential customers and hear great speakers. It is a terrific opportunity for all of us to get back to business now that the snow of 2003 is behind us.

I am also looking forward to meeting more of you at the April 10th **Keep Connected Forum**. As those of you who attended the March forums know, the Chamber leadership wants to keep you up to date on Chamber issues and programs as well as receive direct feedback on how we can better serve you. President-Elect Tom Murphy of EagleBank and I will be there, along with other members of the Board, to share our vision of the Chamber and to hear your reaction to it. Believe it or not, we have already started planning for next year and we want your input. The Forum is an excellent opportunity for you to ask the questions that you have always wanted answered. Questions like, how can I get more involved? How do I get on the Board? How can the Chamber help my business more directly?

And lastly, I want to urge you to consider becoming a sponsor of the Chamber's May 19th **Golf Classic**. This annual tradition brings out the "movers and shakers" of our business community and I encourage you to participate. In addition to the major sponsorship opportunities, there is a range of other sponsorship options that can get your company noticed. The options are also described in this issue of the *ChamberNews*. If you've never sponsored a Chamber event before, this is a great opportunity to see how much sponsorships can do for your business.

The Greater Bethesda-Chevy Chase Chamber of Commerce

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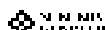
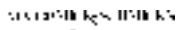
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OF MONTGOMERY COUNTY, MARYLAND
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Joseph Tanis, *Bonde Beebe*

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Patricia Harris, *Holland & Knight LLP*

VP, Community Development & Education

Alex Inglese, *Federal Realty Investment Trust*

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Greater Bethesda-Chevy Chase Chamber of Commerce

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Director Emeritus – C. Robert Dalrymple, *Linowes and Blocher LLP*

Chamber Staff

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Newsletter Design and Production: Text Design, Inc.

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

Fred Cornelius, CFA, CFP®, Burt Associates, Inc., was named by Worth Magazine as one of the Top 250 Financial Advisors in the country, and a top investment advisor by Washingtonian Magazine. In addition, Bloomberg Wealth Manager Magazine recently ranked the firm as one of the top Wealth Management firms nationwide. Mr. Cornelius' responsibilities include providing financial planning and wealth management services to high-net worth and small business clients.

EagleBank has announced the hiring of the following new officers: **Robert R. Hoffman**, Senior Vice President and Commercial Loan Group Leader; **Jacqueline Y. Bruno**, Vice President and SBA Loan Officer; **Ali Mahmood**, Vice President and Commercial Loan Officer; and **Janice L Williams** joins EagleBank as Vice President and Credit Officer. Three new promotions are: **Ryan Riel** to Commercial Real Estate Loan Officer; **Susan Lewis** to Branch Operations Administrator; and **Linda Licata** has been promoted to Branch Manager of the Sligo Avenue Office.

Hats off to our Chamber members listed in the *December 2002 Washingtonian* as "Top of Their Game," People You Can Trust With your Money. Investment Advisors: **Marvin Burt, CFP, Burt Associates, Fred Cornelius, CFA, CPP, Accountants: Bruce Drury, CPA, Watkins, Meegan, Drury & Company, LLC, Walter Pennington, CPA, CFP, Barbara Henins, CPA, Dembo, Jones, Healy, Pennington & Marshall, P.C., Susan Lemkin, CPA, Squire, Lemkin & O'Brien, Melvyn Leshinsky, Aronson & Company, James C. Wagenmann, CPA, Richard W. Watkins, CPA, Watkins, Meegan Drury & Company;** Estate Planners: **Nancy G. Fax, JD, Pasternak & Fidis, Steven A. Widdes, Paley, Rothman, Goldstein, Rosenberg & Cooper.**

St. Luke's House announces their benefit "Cabaret Theatre Night" at the **Roundhouse Theatre**, Monday, April 21 at 7:30 p.m. For more information or tickets, call 301-493-4200 and ask for Carol x266 or Mark x270.

Gelman, Rosenberg & Freedman, CPAs, announces the appointment of **Terri Marrs, CPA** to Director of the Audit Department

Hospice Caring, Inc. announces their Casino Night on April 4 from 8 to 11 p.m. at the Marriott Washingtonian Center in Gaithersburg. For more information contact Mary Ann at 301-869-(HOPE) 4673.

TSi Staffing inc. announces the presentation of their "2002 Employee of the Year" award to **Neil Godleski**.

Imagination Stage announces their spring break matinees of "*Rapunzel*," a Broadway-style musical comedy version of the fairytale, playing at the professional theatre from April 5–May 23. It is the final production at the **White Flint** location. Imagination Stage student actors will perform "*The Outsiders*," with performances April 3-5 at Whittier Woods Playhouse. For more information, call the box office at 301-881-5106 or visit their website at www.ImaginationStage.org.

Shulman, Rogers, Gandal, Porady & Ecker, P.A. is pleased to announce that **Michelle L. Lazerow** has joined the firm as Of Counsel to the Immigration Nationality & Consular Practice Group within the firm's Corporate Department.

Congratulate **Adventure Theatre** in having recently received the coveted Cherry Adler Award, by Maryland State Arts Council.

Chamber Member Updates

Care for You, Inc., has moved to 8555 16th Street, Suite 101, Silver Spring, MD 20910, new telephone and fax numbers. T: 301-650-4169 – F: 301-650-5753, website www.care-for-you.org.

Elizabeth P. Fetter, American Express Financial Advisors, Inc., has moved to 3717 Decatur Avenue, Suite 2, Kensington, MD 20895. T: 301-949-6590 Ext. 92, F: 301-949-4009.

Chana Reh Sky, has joined **Long & Foster Realtors** at 4733 Bethesda Avenue, T: 240-447-7000, F: 301-564-4537.

Rock Creek Creative, Scott Johnson, new email: sjohnson@rockcreekcreative.com

Gallagher & Associates, 7735 Old Georgetown Road, Bethesda, MD 20814, Patrick Gallagher, Principal, mc@gallagherdesign.com

Terminix Commercial has moved to: 7477 Old Alexandria Ferry Road, Clinton, MD 20735. T: 202-905-1030 F: 301-856-5278, Shelia Quarles, Regional Sales Consultant email: squarles@aol.com, website: www.terminix.com

Business & Technology, Inc., Henrietta C. Fiennes Director, Business Services - new email/web: hfiennes@business-and-technology-inc.com, www.business-and-technology-inc.com

Frandee Woolf, new **Executive Director, Development Corporation for Israel/State of Israel Bonds**. Email: frandee.woolf@israelbonds.com

Steve A. Twyman, The Sumner Room 4701 Sangamore Road, Suite L-4, Bethesda, MD 20816 email: stwyman@wcanmiller.com, website: www.wcanmiller.com/sumnerroom



Neil Godleski

Legislative Update



Waiting For Answers

By Ron Resh, Public Affairs Consultant

Too bad the lead-time for newsletter articles sometimes creates awkward situations. At the time this is written in early March, the Chamber and our members face more questions than answers.

With a month left in the General Assembly session in Annapolis, it is anyone's guess how the budget will be balanced and what, if any, tax increases will be put in place. One thing for sure, there will be program and funding cutbacks. These could well affect priorities important to the Greater Bethesda-Chevy Chase community. Transit funding is just one of the many areas that could feel the crunch.

The issue of slots at racetracks in Maryland also hangs in the balance. Despite the Governor's strong support for slots as a revenue source for the State, the General Assembly is split on this matter. The outcome is too close to call at this point.

Also pending is the Governor's decision for or against the Inner Purple Line transit project. He has until mid-March to decide whether this project goes forward for federal funding.

At the county level, by mid-March the County Executive will have submitted to the County Council his proposed operating budget for FY2004. Questions similar to those dealt with by the State will have to be addressed by the County. Where will be the cutbacks and what, if any, revenue enhancements will we see? By the end of May, we will know these answers.

Also by mid-March the results of last year's transit ridership survey in the Bethesda Central Business District are supposed to be released by the County. This is important because the results will determine whether Bethesda can move into its next stage of economic development. Indications are that the survey will confirm our Chamber's contention that we have attained the level of ridership that will allow us to proceed.

Answers to some of these questions will be known by the time of next month's newsletter. Others will fall into place later in the spring.

Success Stories

Chamber members like to do business with people they know! And, you just never know when you meet a Chamber member at an event today, that you will need their services maybe not tomorrow – but in a few months. Perfect example:



Neil Waldman, Safeguard Business Systems met **James Edwartoski, Classic Residence Inn by Hyatt** at a networking breakfast in the fall. After exchanging business cards and finding out more about Neil's business, James asked Neil to send a catalog of the products he represents. James knew that they do an annual employee gift and asked Neil to get in touch with him in a few months. Neil followed up, and not only did Classic Residence by Hyatt place an order of mugs; Neil and James are now in the process of selecting a pen for Classic Residence by Hyatt.

Have you done business with a fellow Chamber member? Why not share your experience in the ChamberNews. Contact Margery Shrinsky, Membership Director at 301-652-4900 or mshrinsky@bccchamber.org.

Reduce Your Technical Support Costs Outsourcing Information Technology

by Fred Cook (GURU), Member, Technology Resources Committee

Sometimes it just makes sense to let someone else do the job. That may sound frivolous, but in many cases outsourcing specific tasks and services to another company can give a small or medium-size business a significant competitive advantage. Given the economy, many companies are now looking at outsourcing some or all of their information technology (IT) needs in an effort to reduce overall costs and improve productivity.

One of the most common tactical reasons for outsourcing is to reduce and control operating costs. A small business can gain the benefits of a high-performance, professionally staffed IT department at a fraction of the cost by outsourcing their IT maintenance and support services.

From a strictly financial or cost-driven point of view, outsourcing eliminates a number of employer expenses besides salary such as: taxes, federal and state unemployment, social security and Medicare, vacation and sick leave, medical insurance, disability, life insurance, office space, computer/laptop, recruiting, hiring, and professional training. Keep in mind that outsourced IT services can be scheduled for as many or as few hours as required by the business, which can also help reduce costs.

No one likes to talk about it, but things change and people move on to other jobs. Managing a network can be a daily nightmare if you're not staffed with the right individuals. Making sure your critical data and applications are secure and recoverable can be frustrating and time-consuming. Outsourcing your IT services can eliminate these anxieties and give you some piece of mind.

And that can improve your company's focus on what really matters: doing what you do best!

For more information, please contact Fred Cook at GURU, Inc. 301-987-8950, or at fcook@guruconsult.com

Bytes of Bethesda

"Bytes of Bethesda" is a service of the Chamber's Technology Resources Committee, which invites members with an interest in current technology trends to join and participate in the committee, which meets the first Thursday of every month in the Chamber's Board Room. Members are also invited to write technology-related articles for the ChamberNews' "Bytes of Bethesda" column.

Annual Installation & Awards Dinner

Thursday, June 12, 2003

6:00p.m. -9:00p.m.

Hyatt Regency Bethesda

Mark Your Calendar

Businesses and individuals who have significantly contributed to the Bethesda-Chevy community throughout the past year will be honored with awards during the dinner. Please see the enclosed nomination form and submit to the Chamber by April 25, 2003.

Exclusive sponsorship opportunities are now available for this event.

For more information, contact Holly at 301-652-4900 or hpersinger@bccchamber.org.

antharia

Main Entry: antharia

Pronunciation: an-THAR-ee-a

1: according to legend, a fabled island in the Atlantic inhabited by Amazon women

2: according to fact, a woman-owned award-winning visual communication and interactive development firm

www.antharia.com | 301.982.7358

— web.print.motionmedia —



Welcome to the following new members. Please read over their business profiles and familiarize yourself with their services. If you need a particular service and cannot find it in the Chamber's Directory & Business Referral Guide, do not hesitate to call the Chamber office and the staff will be able to assist you. *People like to do business with people they know – do business with a fellow Chamber member!*

Accolades Laser Engraving, LLC

361 Main Street, Gaithersburg, MD 20878

Mark Grygo, President

Business Profile: Manufacture and sell awards, corporate gifts, services onsite laser, mechanical engraving, glass and marble etching, also provide screen printing and embroidery.

Sponsor: Holly Persinger, Events & Marketing Manager

T: 301-947-5665 F: 301-947-5466

email: mark@aleawards.com

Borders

11301 Rockville Pike, Kensington, MD 20895

Denise M. Graham, Corporate & Educational Sales Coordinator (CSC)

email: dgraham2@borderstores.com

Business Profile: Borders Group Inc. is a leading global retailer of books, music, video and other information and entertainment items. Borders is a Fortune 500 Company headquartered in Ann Arbor, MI.

Sponsor: Margery Shrinsky, Membership Director

T: 301-816-7847 F: 301-816-8940

Bovis Lend Lease, Inc.

7315 Wisconsin Avenue, 14th Floor West, Bethesda, MD 20814

Paul Giovanetti, Business Development

Business Profile: Bovis Lend Lease, Inc. provides services in construction program and project management, design/build construction, general contracting, owner's representative/staff extension, technical consulting/pre-construction, project management software, feasibility studies/program analysis.

Sponsor: Scott Reed, The Magruder Companies

T: 301-951-3800 F: 301-951-3151

www.bovislendlease.com

email: paul.giovanetti@lendlease.com

Capital Bank

1776 East Jefferson Street, Rockville, MD 20852

Scott Browning, President

Tim Hamilton, Vice President

Business Profile: Community based business bank. We offer real estate financing lines of credit, equipment loans and a wide array of deposit products. Sponsor: Mimi Magyar, Caplan, Buckner & Kostocka, Chtd.

T: 301-468-8848 F: 301-468-0342

mail: sbrowning@bcnb.com

email: thamilton@hcnb.com

Cingular Wireless

7855 Walker Drive, Greenbelt, MD 20770

Dewayne K. Evans, Key Account Executive

Business Profile: Wireless and data sales. Sponsor: Margery Shrinsky, Membership Director

T: 301-7855 F: 301-489-3100

www.cingular.com

email: dewayne.evans@cingular.com

Federal Funding Mortgage Corporation

6430 Rockledge Drive, Suite 505, Bethesda, MD 20817

Kenneth D. Storck, Mortgage Loan Officer

Doug Benner, Branch Manager

Business Profile: FFMC provides mortgage financing for residential properties. Our loan programs are tailored toward purchase and refinance transactions for owner-occupants and investors. Sponsor: Eric S. Whisenhunt, Computer Showcase

T: 301-897-3700 F: 301-897-1498

email: kstorck@ffmcorp.com

email: dbenner@ffmcorp.com

hp/Marketsource

16 Walnut Street, NW, Washington, DC 20012

Denise Rhodes, Marketing Development Specialist

Business Profile: Market/sell hp digital imaging solutions. Sponsor: Holly Persinger, Event & Marketing Manager

T: 202-438-0500 F: 202-723-5434

email: deenice000@starpower.net

MAMSI – Mid-Atlantic Medical Services, Inc.

3 Taft Court, Rockville, MD 20850

Christina Mizelle, Sales Consultant

Business Profile: Sales of group health, life and dental insurance products. Sponsor: Gloria Arnold, Finance & Program Manager

T: 301-545-5534 F: 301-545-5949

www.mamsi.com

email: cmizelle@mamsi.com

Plan It Washington

1322 Dale Drive, Silver Spring, MD 20910

Catherine Mosley, Director of Marketing

Business Profile: Event planning, marketing, public relations, communications, media, sponsorship development. Sponsor: Lilliam Machado, Oppenheimer, Fleischer & Quiggle, P.C.

T: 240-832-0532

www.planitwashington.com

email: cmosley@comcast.net

Southern Business Communications

8614 Westwood Center Drive, Suite 110, Vienna, VA 22192
 Elaine Freedman, Account Representative

T: 517-633-0430 F: 517-633-0438

www.sbcg.com
 email: efreedman@sbcg.com

Business Profile: Audio-visual display technologies – plasma screens, audio systems, interactive white boards, screens and LCD projectors. Services: project consultation, design, integration and installation of A/V and teleconferencing systems. Sponsor: Holly Persinger, Events & Marketing Manager

Spectrum Group, LLC

8201 Greensboro Drive, Suite 605 Mc Lean, VA 22102
 Yeny Orellana, Director, Contract Recruiting
 Kevin Kelly, Principal
 Joe Basile, Principal

T: 703-738-1201 F: 703-761-9477

www.spectrumcareers.com
 email: yorellana@spectrumcareers.com
 email: kkelly@spectrumcareers.com
 email: jbasile@spectrumcareers.com

*Business Profile: Spectrum is an accounting/finance and IT recruitment and placement firm.
 Sponsor: Marilyn Miller, Business Gazette*

Tax Recovery Consultants/Weiss Consulting

7021 Selkirk Drive, Bethesda, MD 20817
 David K. Weiss, Managing Member

T: 301-229-4550

email: trcweiss.consulting@verizon.net

Business Profile: Recovery of overpaid income taxes, no refund – no fee. No tax preparation services – review only. Sponsor: Jack Hauber, Sandler Training Institute

Weichert Realtors

11300 Rockville Pike, Rockville, MD 20852
 Dimitri Poulos, Realtor

T: 301-468-1600 F: 301-984-1076

email: agiosd@aol.com

Business Profile: Motivated, passionate, love to work/help people find/sell their homes. I will provide only the “best” service. Sponsor: Margery Shrinsky, Membership Director

Juliana M. Zoto, Long & Foster Realtors

4920 Elm Street, #250, Bethesda, MD 20814
 Juliana M.Zoto, Real Estate Specialist

T: 301-215-6444 F: 301-469-9745

email: Juliana@longandfoster.com

Business Profile: Specializing in Bethesda-Chevy Chase and Potomac. Helping businesses to find successful space and property. Sponsor: Margery Shrinsky, Membership Director



Calendar Check

Upcoming Events

Wednesday, April 2, 12:00-1:30pm

Monthly Member Lunch

Sponsored by FitnessWise @ Rock Bottom Brewery — 7900 Norfolk Avenue, Bethesda, MD

Tuesday, April 8, 5:30-7:00pm

Business After Hours

Sponsored by The Jane Fairweather Team @ Café Europa — 7820 Norfolk Avenue, Bethesda, MD

Thursday, April 10, 8:00am-9am

Keep Connected Forum

Sponsored by the Membership Committee @ Round House Theatre — corner of East West Hwy & Waverly Street, Bethesda, MD

Tuesday, April 15, 7:15-9:00am

Power Networking Breakfast

Sponsored by Peyton Hadley, Inc. @ Marriott Suites Bethesda — 6711 Democracy Boulevard, Bethesda, MD

Thursday, April 17, 8:00-9:30am

Smart Business Seminar

“Leadership & Coaching” Presented by Jack Hauber, Sandler Training Institute @ The Chamber Office — 7910 Woodmont Avenue, Bethesda, MD

See “Events Calendar” for registration fees and RSVP deadlines. Fax registration forms to the Chamber Office or register Online at www.bccchamber.org. For more information on the events, contact Holly Persinger at the Chamber at 301-652-4900 or at hpersinger@bccchamber.org.



**The Greater Bethesda-Chevy Chase
Chamber of Commerce**
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www.bccchamber.org

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Jack Hauber
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& Quiggle, P.C.
Marilyn Miller
Business Gazette
Scott Reed
The Magruder Companies
Ginger Remian
Lowe Enterprises
Chris Renshaw
Text Design, Inc.
John Richardson
South Beach Restaurant
Carol Trawick
Trawick & Associates
Jennifer Warner
SunTrust Bank
Eric Whisenhunt
Computer Showcase

Everyone's a Winner Membership Campaignyou too can become a winner.....

Our list of winners for the "Everyone's a Winner" membership recruitment campaign continues to grow. Join the members listed on this page, who are in the lead for the "Everyone's a Winner" prizes, by sponsoring new members.

Don't miss out on all the great prizes. Bring in one new member before April 30th!

For more info contact Margery at 301-652-4900 or log onto www.bccchamber.org

Senior Focus Committee Goes to the Movies

On Wednesday, March 5th the Senior Focus Committee was pleased to share time at the Montgomery County Police sponsored "Seniors at the Movies." This event, held on the first Wednesday of each month, is free to seniors and provides an opportunity for members of the senior community to meet and enjoy the movies. These outings are very well attended with an average of 250 to 300 guests each month. Chamber President Lilliam Machado, (Oppenheimer, Fleischer & Quiggle, P.C.) introduced the chamber and it's many benefits to both the businesses and the community they serve. Door prizes were donated and provided by **Bethesda Senior Source** and **Classic Residence by Hyatt**. The Senior Focus Committee then distributed the new Chamber Membership Guide to each moviegoer for their reference and use.



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