



CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

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Letter From the Chair

The holidays are here -- a time of joy, for many a time of deep religious significance, a time to celebrate our bonds with our family and friends, and a time for giving ... and giving back. It's so easy to get caught up in the holiday bustle. We should take a step back from our shopping lists, menus, and deadlines and consider the holidays' more meaningful aspects. This is also a time to remember our favorite charitable organizations, whether by donating money, talent or time, and to recognize those organizations which play such a profound role in our community.



Chair, Michele Horwitz Cornwell

For the seventeenth year in a row, The Chamber will be participating in the Annual Community Goodwill Dinner at the Bethesda-Chevy Chase Rescue Squad. On December 14th, please join us as we serve dinner to over 500 people in the community who would otherwise go without a holiday feast. This event is an excellent example of what "giving back" is all about. Co-founded by Past President Ben King and his wife Sue, as well as the late Rick Massucci, former General Manager of the Hyatt Regency Bethesda, the Annual Goodwill Dinner is a fun and festive event. In addition to our Chamber, this program is organized by so many in our community: **Hyatt Regency Bethesda and Classic Residence by Hyatt** (who donates a full holiday dinner for every one of the 500 guests), **B-CC Rescue Squad**, **Bethesda Cares**, **Bethesda Urban Partnership**, **B-CC Government Services Center**, **Second District Police**, **A Wider Circle**, **Bethesda Women's Club**, and so many other local businesses who serve in this way without fanfare.

I want to thank Randy Schools (**NIH-NOAA Recreation & Welfare Association**) and Mark Jennings (**Hyatt Regency Bethesda**) for taking the lead on this effort. In addition, Santa will make a special visit with a bag full of gifts for the children who accompany their parents, and the adults will be receiving a small gift. And those adults who need "street survival kits" will receive these packages (through **Bethesda Cares**). If you'd like to help at the Goodwill Dinner or donate funds to support this program, please contact Gloria Arnold at the Chamber.

It is especially important at this time of year to thank all in our business community who have become members of the Chamber over the past year, as well as those who have been members and supported the Chamber for so long. We began thanking our longest-standing members at our wonderful CELEBRATE event in November and as you will soon see, we will continue to do so throughout this 80th Anniversary Year! One of the best gifts we can give each other is the gift of doing business with each other. Encourage your family, friends and colleagues to pick up a membership guide or go to the Business Directory on the Chamber's website at www.bccchamber.org. And when you do choose a fellow member to call upon or visit, please tell that business that you made that decision because of your Chamber membership. Help them to know that their membership makes both of your businesses grow. Happy Holidays to you and yours.

People in the Community



80 Longest-Standing Chamber Members



Guests Enjoy the Annual Fall Gala CELEBRATE



Monthly Member Lunch at BD's Mongolian Barbeque



Radio King Orchestra Entertains Guests at the Annual Fall Gala CELEBRATE



A Chef from Mosaic Cuisine & Cafe Prepares Food at CELEBRATE



Ribbon Cutting for CoverWith Blinds & Shutters

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Cliff Chiet, The Gazette

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Lance Van Winter, Vansam Software, Inc.

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Lilliam Machado, Furey, Doolan & Abell, LLP

Randy Schools, NIH-NOAA Recreation & Welfare Association

Chamber Staff

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Printing: Spectrum Printing & Graphics

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

Members in the News

- **Reznick Group** was named one of the country's 25 Best Managed Public Accounting Firms for the third-consecutive year. The October 2005 issue of *INSIDE Public Accounting (IPA)* recognizes the "Best of the Best" firms, chosen based on their wise management and superior operational performance that exceeds that of other firms in fiscal and management metrics.

- **Esprit Rainbow Travel** has recently moved. Their beautiful new office is a ground floor location at 4800 Hampden Lane in Bethesda, just 5 blocks south of their previous location. A supporter of **Bethesda Cares** and **A Wider Circle**, Esprit Rainbow Travel is inviting Chamber members and patrons to donate all their hotel amenities (shampoos, soaps, etc.) collected in their travels. All donors will receive a small Esprit Rainbow Travel gift in appreciation. As a proud sponsor of the **Bethesda Cares** and **A Wider Circle** 2nd annual fundraiser, Esprit Rainbow Travel donated a weekend in Savannah for their live auction held last October 17.

- **Martin-Schaffer, Inc.**, an award-winning advertising agency based in Bethesda, recently added new talent to its creative department with the arrival of copywriter Dan Stone.

- On Wednesday, October 12, 2005, staff members at **Councilor, Buchanan & Mitchell, P.C., CPAs (CBM)** worked alongside **So Others Might Eat (SOME)**, an interfaith, community-based organization that exists to help the poor and homeless of the nation's capital, to build a playground at "Independence Place" in Southeast Washington, DC. Twenty-one families call Independence Place home, including over 60 children. "SOME Place for Kids", SOME's after-school program for children in the community, is also located at Independence Place and these children will also enjoy the playground.

- **Bond Beebe, Accounts & Advisors** opens the doors to their newly relocated Bethesda headquarters. To coincide with the move, Bond Beebe also announces the launch of its newly designed website www.bbcpa.com and redesigned corporate identity. The move to the top floor of the Bethesda Crescent building at Wisconsin Avenue and East-West Highway accommodates the firm's client and team growth, and provides an ultra-appealing workplace designed to foster creativity and energy among personnel. The new office location is 4600 East-West Highway, Suite 900, Bethesda.

- **Studio Nuovo, LLC** is proud to announce its participation among the 8 most prominent local designers in the Design House at The Washington Design Center. The theme this fall is Living Color. The show is free to visitors and is open M-F 9:00 AM to 5:00 PM and Saturdays from 10:00 AM to 3:00 PM until December 17th, 2005. Please visit our living room and the other designer's rooms for great ideas.

- Patricia Myers Metz, Director of Community Relations at **Riderwood Village**, received a Certificate of Commendation from Prince George's County Executive Jack B. Johnson for serving on the Educational Opportunities for Senior Citizens Task Force of the Visionary Panel for Excellence Across the LifeSpan.

- **The Washington Business Journal** reported the following SBA lender rankings (as ranked by total amount of metro-area loans): **PNC Bank** (2), **EagleBank** (3), **M&T Bank** (4), **Bank of America** (6), **BB&T** (7), **Sandy Spring Bank** (11), **Mercantile Potomac Bank** (15), **SunTrust Bank** (20), **The Columbia Bank** (38), and **Chevy Chase Bank** (46).

Did your organization make the news? Tell us about it! Please submit press releases and news information to Vickie Loria at vloria@bccchamber.org.



Niki Yanilos, Managing Owner, Esprit Rainbow Travel



Dan Stone, Copywriter, Martin-Schaffer, Inc.



CBM Working in the Community



Sheree L. Friedman and Ricardo A. Ramos, Principals, Studio Nuovo, LLC

THANK YOU...
to the November
Event Hosts and
Sponsors. These
events could not
have been so
successful without
their generous
support!

November
Power Networking
Breakfast at
Bethesda Marriott
Suites -
Presented by
Wood Street

November
Luncheon at
Positano Ristorante
Italiano -
Presented by
The Washington
Business Journal

November
Business After
Hours at
Tommy Joe's
Restaurant -
Presented by City
Lights Jewelry

Host or Sponsor An
Upcoming Event!
Contact
Events Manager
Ann Marie Pinto at
(301) 652-4900

Calendar Check

Thursday, December 1st - 4:30pm to 5:30pm 7 Steps to a Perfect Elevator Speech

Presented by Ira Kortesty and hosted by Caddies on Cordell @ 4922 Cordell Avenue, Bethesda, MD

Thursday, December 1st - 5:30pm to 7:00pm Business After Hours

Sponsored by Hospice Caring, Inc. and hosted by Caddies on Cordell @ 4922 Cordell Avenue, Bethesda, MD

Wednesday, December 7th - Noon to 1:30pm Monthly Member Luncheon

Sponsored by Sovereign Bank and hosted by Timpano Italian Chophouse @ 12021 Rockville Pike, Rockville, MD

Tuesday, December 13th - 7:15am to 9:00am Power Networking Breakfast

Sponsored by Suzanne H. Kim, DDS and hosted by La Ferme @ 7101 Brookville Road, Chevy Chase, MD

Thursday, December 15th - 8:00am to 9:30am Professional Development Seminar

Colin Pitcairn presents "Hiring Quality People" in the EagleBank Board Room at the Chamber Office @ 7910 Woodmont Avenue, Suite 1204, Bethesda, MD

Chamber Snow Policy

In times of inclement weather, the Greater Bethesda-Chevy Chase Chamber of Commerce follows the closing policy of Montgomery County Public Schools. If schools are closed, all events and meetings will be cancelled for the day. If there is a delayed opening, morning events and meetings will be cancelled, and all other events and meetings from noon on will be held as scheduled.

Mark Your Calendar: Annual Scotch Tasting

The Chamber is prepared to keep our members warm during the cold January weather with the Annual Scotch Tasting, sponsored by the Technology Resources Committee. This fun After Hours networking event will be held January 17th, 2006 at Maggiano's Little Italy. Join us for exceptional networking, Maggiano's appetizers and a wee dram! Register on-line at www.bccchamber.org.

Remote Connections *By Martin Posse, Altronics Communications, Inc.*

These days, getting connected to one's data files from remote locations may be crucial, regardless of job title or function. Whether traveling for business or working from home, most occupations require some form of remote connectivity. Usually, there are two ways to connect to an office from outside the physical building. The first option is often a VPN (Virtual Private Network) connection. Through VPNs, the user works on a personal or local computer, and accesses the organization's data through the VPN connection. These are often in the form of shared drives on your office's server. VPN's include a VPN server (integrated on your broadband router, a software implementation on your server or a third party service provider) and a VPN client (Dial Up Connection, VPN client software, or another VPN router – also called endpoint). However, VPNs have technical difficulties that may need to be addressed. First, one needs to ensure that security is in place, including protected encryption keys or carefully planned open ports in the router. It is suggested to have IT support help secure the VPN.

An alternate remote connection option involves remote access and control of an office computer. In this case, one would connect to the remote

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

computer and use it as if sitting in the office. Lastly, there are many online services that would do the trick. The benefit is that they use an encrypted connection to the provider that works over your regular internet connection and you don't have to do any special configuration on your router.

Thank You to the Following Members Who Renewed Their Membership in November 2005!

Ist Impressions.biz.inc
 Advantage Industries, Inc.
 Ajilon Finance/Office
 Aldon Management Corporation
 American Electric
 American Plant Food Company
 Analog, Ltd.
 Analytical Associates
 Lena Barnett & Associates, L.L.C.
 Barwood Transportation
 Bethesda Marriott Hotel
 Brown & Bigelow
 Brown & Gould LLP
 Calvert Group, Ltd.
 CB Richard Ellis, Inc.
 Chevy Chase Acura
 Chevy Chase Cars, Inc.
 Citibank, F.S.B.
 City Lights Jewelry
 Dave & Busters
 James G. Davis Construction
 Davis Library
 DeBellis & Ferrara
 Deutsch, Inc.

DeVry University
 DGI Design Group
 Digital Office Products
 Dwight & Associates
 Edmonds Optician
 Embassy Suites Hotel at Chevy Chase Pavilion
 Enterprise Rent-A-Car
 Equity Planning Institute, Inc.
 Estoril Construction, Inc.
 ezStorage – Bethesda
 Fidelity & Trust Bank
 Floyd E. Davis Company
 Gelman, Rosenberg & Freedman, CPA's
 Integrated Transportation Solutions Inc.
 The Keystone Group
 The Kirney Group, Inc.
 Lockheed Martin
 MAMSI
 Nancy Mellon Realty
 Mercantile Potomac Bank
 MicroVest Capital Management, LLC
 Minuteman Press of Bethesda
 Monument Parking Company

Night Dreams of Maryland, Inc.
 Glenn Pearson Productions
 Phillips Landscape Contractors
 Poseidon Dry Carpet Cleaning
 Print 1
 Randstad North America
 Residence Inn by Marriott
 Righ-One, Inc.
 Ruth's Chris Steak House
 SBM Financial, LLC
 Anita Segreti, Insurance
 The Mansion at Strathmore
 Study Smart, Inc.
 SunTrust Bank – Bethesda Main
 SunTrust Bank – Wildwood Office
 Super Shuttle
 Trawick & Associate
 UBS Wealth Management
 Unishippers
 Vanguard Realty Group
 Woodside Ventures & Realty Services
 York Flowers, Inc.

Legislative Update *By Ron Resh, Esq., Public Affairs Consultant*



Top Priorities Receive Key Support -

Early November saw significant progress for two of the Chamber's top priorities. After several years of planning and discussion, numerous public hearings and worksessions, the Woodmont Triangle revitalization project was approved by a key committee of the County Council and forwarded to the full Council for action. We anticipate that final approval will occur before the end of the year.

On the transportation front, construction is underway on the County's portion of the Montrose Parkway. A state constructed interchange at Rt.355 and Montrose Parkway is a critical component of this project. Both the County Council and the County Executive have officially advised the state that this is the County's top road priority and as such it should receive expedited state funding.

In addition to testifying in support of the Montrose Parkway, our Chamber focused

on several other state issues at recent priorities hearing conducted by the Montgomery County senators and delegates. We continued to support a balanced transportation system utilizing both roads and transit. We urged that funds withdrawn from the State Transportation Trust Fund and used for other purposes over the years be replenished. We encouraged the Administration and the General Assembly to develop a plan to ensure on-going transportation funding. We reemphasized our support for Georgetown Branch Light Rail as part of a broader Purple Line transit project. And we urged continued state support for transit ridership incentives.

Along with our continuous work with the County Council and the Executive Branch at the local level, our Chamber will be very involved in Annapolis with our priority issues when the General Assembly convenes in January.

17th Annual Goodwill Dinner

As the bustle of the season is underway, please take a moment to remember those in our community who are not experiencing all the joys this season brings. The 17th Annual Goodwill Dinner is scheduled for December 14th and we need your help, both as volunteers that evening and through your donations. Please contact Gloria Arnold at (301) 652-4900 or garnold@bccchamber.org to find out how you can help make someone's holiday a little brighter.



2004 Goodwill Dinner

Welcome New Members - October 2005!

ADVERTISING/MARKETING/PR

Viamedia
Mr. John Miller
1331 H Street, NW, Suite 500
Washington, DC 20005
(202) 347-9474
www.viamediatv.com

ADVERTISING/PRINT

Smart Business Ideas
Juan Vega
916 W. Broad St. Suite 206
Falls Church, VA 22046
(703) 534-0080
www.sbimag.com

ARTS ORGANIZATIONS

Cantate Chamber Singers
Margot Young
P.O. Box 34070
Bethesda, MD 20827
(301) 986-1799
www.cantate.org

ASSOCIATIONS & ORGANIZATIONS

United Way of Montgomery County
Mr. Lawrence Miller
1110 Bonifant Street Suite 501
Silver Spring, MD 20910
(301) 731-8320
www.unitedwaynca.org
Sponsored by: Gail Nachman

ATTORNEYS

The Law Office of Gregory S. Feis
Gregory Feis
3 Bethesda Metro Center
Suite 200
Bethesda, MD 20854
(301) 351-6000
www.feislegal.com

BAKERY

Just Cakes
Marge Schinnerer
4849 Rugby Avenue
Bethesda, MD 20814
(301) 718-5111
www.justcakes.net
Sponsored by: Beth Ferrenz & Ray Reyna

CATERING

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Chander Khosla
8000 Norfolk Ave.
Bethesda, MD 20814
(301) 913-9330
www.cafe-xpress.com
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COMPUTER HARDWARE/ SOFTWARE -

SALES & SERVICES
Apple Computer Stores
James Sangalan
7101 Democracy Blvd. Space #2044
Bethesda, MD 20817
(301) 299-0723

Hilltop Computer Shop, LLC

Jim Turner
4709 Chase Avenue
Bethesda, MD 20814
(301) 652-9600
www.hilltopcomputers.com

CONSULTING/TRAINING

Leadership Performance Group
Ms. Felicia Queen
316 Alfandre Mews
Gaithersburg, MD 20878
(301) 651-7829
Sponsored by: Cliff Chiet

DEBT RECOVERY

Alpha Omega Debt Recovery, LLC
Mr. Matthew Marshall
5225 Pooks Hill Rd.
Suite 612-South Tower
Bethesda, MD 20814
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www.aodebtrecovery.com
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EMPLOYMENT SERVICES

CareerBlazers
Ms. Brooke Waskewich
15200 Shady Grove Rd. Suite 350
Rockville, MD 20850
(301) 231-8500
www.careerblazers.com

FINANCIAL INSTITUTIONS

Sovereign Bank
Napoleon Valariano
7200 Wisconsin Ave.
Bethesda, MD 20814
(301) 951-0863
www.sovereignbank.com
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FINANCIAL SERVICES

Merrill Lynch
Ms. Carol Nevins
11921 Rockville Pike, Suite 201
Rockville, MD 20852
(301) 230-6600
Sponsored by: Michele Horwitz
Cornwell

INSURANCE

Allstate Insurance Company - Vendt & White Agency
Sandi Poole
7315 Wisconsin Ave. East Lobby
Bethesda, MD 20814
(301) 656-8896

JEWELERS

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11 North Washington Street Suite 350
Rockville, MD 20850
(240) 994-5394
www.tantastreasures.com

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Airport Connection
Faical Rihane
9419 Georgia Ave. Suite 200
Silver Spring, MD 20910
(301) 565-8090
www.airportsconnection.com

NONPROFIT

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Mr. Thomas Tenforde, PH.D.
7910 Woodmont Ave Suite 400
Bethesda, MD 20814
(301) 657-2652
www.ncrponline.org
Sponsored by: Diane Dantagnan

PHOTOGRAPHERS

COMMERCIAL- PORTRAIT
PhotoAssist
Doug Hill
7735 Old Georgetown Road
Lower Level
Bethesda, MD 20814
(301) 652-2566
www.photoassist.com
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REAL ESTATE RESIDENTIAL

Long and Foster Realtors - Rob Friedman
Mr. Rob Friedman
5101 Wisconsin Ave. NW
Washington, DC 20016
(202) 364-5200

RECORDS MANAGEMENT
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Connie Durkin
6200 Columbia Park Road
Landover, MD 20785
(301) 322-4094
www.metarchives.com

SEAFOOD

Just Lobster
Marge Schinnerer
4849 Rugby Ave.
Bethesda, MD 20814
(301) 718-5106
www.justlobster.net

SIGNS

Signs of Progress
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205 Perry Parkway Suite 3
Gaithersburg, MD 20877
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Bethesda, MD 20816
(301) 654-2063
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TRANSPORTATION

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Washington, DC 20005
(202) 775-6013
www.flexcar.com

TRANSPORTATION/AIRPORT

Park 'N Go Airport Parking
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(410) 850-5300
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www.mobileprocorp.com

YOUTH ORGANIZATIONS & CENTERS

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Ms. Dawn Kirstaetter
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www.bgcgwmc.org



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www.bccchamber.org

Annual Corporate Sponsorships

Is your business interested in maximizing its visibility during 2006? If so, please take a look at the Annual Corporate Sponsorship packages in this month's inserts. Spaces are limited and going fast, so submit your sponsorship today!

Committee Corner

(Quick Committee Updates from our Vice Presidents)

Economic Development Group

Vice President Kevin Maloney (Maloney & Metz)

Purpose: To develop a proactive agenda, provide advocacy and leadership on key issues affecting business, coordinate with government agencies and economic organizations to assist business interests, and monitor all issues affecting business, visitors and residents in the Bethesda-Chevy Chase community.

Staff Contact: Ginanne M. Italiano, President



Recent Economic Development Committee Meeting with Guest Speaker Montgomery County Planning Board Chair Derick Berlage

Under the Economic Development Group are three standing committees and additional task forces, developed on an as-needed basis (i.e. Woodmont Triangle Advocacy Committee). The standing committees include:

1. **Economic Development Committee** (Co-Chaired by Kevin Maloney, Maloney & Metz, and Anne Martin, Linowes and Blocher; meets the 4th Wednesday at 8:00 am; Reviews issues, develops the Chamber's legislative agenda and hears from leaders in the community related to doing business in Montgomery County and the region)
2. **Parking & Transportation Committee** (Chaired by Patrick O'Neil, Lerch, Early & Brewer; meets the 1st Tuesday at 8:00 am; Focuses on parking policies and transportation issues in the community)
3. **Real Estate Committee** (Chaired by David Smith, Chevy Chase Land Company; meets bi-monthly the 4th Wednesday at 9:00 am; Forum for chamber members in the real estate related industries, discussing and reviewing issues related to real estate in the community; sponsors the Annual Real Estate Forecast in June)