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CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Chamber Installs New Executive Committee, Presents Annual Awards and Celebrates our Community

More than 200 members were on hand at the Chamber's 76th Annual Installation and Awards Dinner on June 4th at the Bethesda Marriott Hotel. This was a warm and fun evening where fellow members recognized community spirit, leadership and enjoy each other's company.

The following newly elected and appointed officers and vice presidents for 2002-2003 were sworn in by County Executive Doug Duncan:

- President: Lilliam Machado — The Machado Law Firm
- President-elect: Tom Murphy — EagleBank
- VP, Budget & Finance: John Lane — ColomboBank
- VP, Membership Development: Anita Segreti — Anita Segreti Insurance
- VP, Member Services: John Fineran — Atlantech Online
- VP, Economic Development & Government Relations: Pat Harris — Holland & Knight
- VP, Communications & Strategic Planning: Michele Horwitz Cornwell — Chevy Chase Land Company
- VP, Community Development & Education: Alex Inglese — Federal Realty Investment Trust Co.

Randy Schools — NIH-NOAA Recreation and Welfare Association will serve on the Executive Committee as Immediate Past President, and Director Emeritus David Freishtat – Shulman, Rogers, Gandal, Pordy & Ecker will serve as Counsel to the Board.


Additionally, the following members were sworn in as new directors for the 2003-2005 term:

- | | |
|---|---|
| Catherine Chapman Mosley — Comcast | Anne Martin — Linowes and Blocher LLP |
| Diane Dantagnan — Realty Management Company | John Chaplin — Robert A. Pumphrey Funeral Homes |
| John V. Pollack — SequoiaBank | Christina Renshaw — Text Design, Inc. |
| Katherine Wright, Ph.D. — Vitability Associates | |

The Chamber's Annual Awards Program honors businesses and individuals for their contributions to commerce and community. Those who were recognized on June 4th have demonstrated a strong commitment to the Bethesda-Chevy Chase community above and beyond their normal occupations, or through volunteer humanitarian service that has contributed significantly to making our community a better place in which to live and do business. The following people received awards for their contribution to the community:

- **William Prescott Allen Award:** John Lane — ColomboBank
- **President's Award:** Carol Trawick — Trawick and Associates, Past President
- **Police Officer of the Year Award:** Police Officer III Peter W. Sheng
- **Youth Service Award:** Vicky Wood — Bethesda-Chevy Chase High School
- **Community Service Award:** Jane Fox and Al Lefcowitz — The Writers Center
- **Public Service Award:** Chief Ned Sherburne — Bethesda-Chevy Chase Rescue Squad and Captain Luther Reynolds — Montgomery County Police Department
- **Small Business Award:** Christina Renshaw — Text Design, Inc.

Continued on page 9



**Check
Inside**

for your
mid-year
directory
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In This Issue

New Executive Committee	1
From the President	2
Members in the News	3
Legislative Update	4
Calendar Check	4
New Members	6
Bytes of Bethesda	8
Membership Directory	10
In Memory of Dick Price	10
Success Stories	11
Two New Faces	12

From the President

Remarks made by Lilliam Machado on June 4, 2002 at the Annual Installation and Awards Dinner



Lilliam Machado,
The Machado Law Firm

I am so proud to stand before you today as the 69th President of The Greater Bethesda-Chevy Chase Chamber of Commerce. I am honored and humbled by the confidence that you, the members of this Chamber, have shown in choosing me as your President for the coming year. I feel privileged and challenged to follow the many talented individuals who have served the membership during the past 76 years, many of whom are here tonight. Thank you for your vote of confidence.

Fortunately, I won't be working alone. I will call upon every member to maintain this Chamber's success.

Tell me what is important to you and your business to ensure that the Chamber remains responsive to your needs. I will also call upon the incoming Board, committee chairs, committee members, the Chamber staff, public officials, area residents and workers, and not but not least, my family, to do this job for you.

Unlike many of the Presidents before me, I did not grow up in this area. I was raised in New Orleans, Louisiana and moved to Bethesda in 1991 after graduating from law school. While New Orleans still has a powerful hold on me, my roots in Bethesda and Chevy Chase have grown deep. I am fortunate to live in Bethesda and work in Chevy Chase. I have 2 young children, a husband and many clients in the area. Like you, I have a strong vested interest in making sure that Bethesda and Chevy Chase remain a place where both businesses and families can grow and thrive.

Businesses like yours and mine are among the more than 7,000 businesses in Bethesda and Chevy Chase. There are more than 50,000 residents in downtown Bethesda alone. Whether you are selling legal services like me, access to the internet, hotel rooms, clothing, food, cable programming or constructing office buildings, you want to do business in a community that is growing. Businesses come to Bethesda and Chevy Chase because there is opportunity and I intend to work closely with you over the next year to make sure that it stays that way.

My goals for next year are simple:

- First, I intend to provide a forum where businesses of all sizes and industries can come together to share common concerns. As a Chamber, we provide support services to entrepreneurial start-ups and multi-national corporations alike.
- Second, I will continue to work with elected officials and regulators to ensure that our business interests and goals are well represented. Because this is an important election year, the Chamber will be taking an active role in shaping candidates' positions on issues of concern to all of us — issues such as transportation, land use, and economic development.
- My final goal is to maintain the economic vitality of our area to ensure that Bethesda and Chevy Chase remain the premier places to live and work.

You'll be hearing about new initiatives throughout the year to help make these goals a reality. We'll be doing some long-range planning to ensure that we continue to provide value to the membership. Please get active in whatever is of interest to you.

In closing, I would like to once again thank all of you for your show of support in me. I would be horribly remiss to not thank Past Presidents Randy Schools, Jack Alexander, Dave Freishtat, Ed Asher and Carol Trawick for all their support and advice.

And now — let's get to work!

Chamber Officers

President

Lilliam Machado, *The Machado Law Firm*

Immediate Past President

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

President-Elect

Tom Murphy, *EagleBank*

VP, Budget & Finance

John Lane, *ColomboBank*

VP, Membership Development

Anita Segreti, *Anita Segreti Insurance*

VP, Member Services

John Fineran, *Atlantech Online, Inc.*

VP, Economic Development & Government Relations

Patricia Harris, *Holland & Knight LLP*

VP, Community Development & Education

Alex Inglese, *Federal Realty Investment Trust*

Strategic Planning & Communications

Michele Horwitz, *Cornwell, The Chevy Chase Land Company*

Counsel to the Board

David D. Freishtat, *Shulman, Rogers, Gandal, Pordy & Ecker*

Board of Directors

Theresa Cameron,

Arts & Humanities Council of Montgomery County

Kathleen Martens, *BAPA's Imagination Stage*

Ann C. Martin, *Linowes and Blocher LLP*

John Bowis, *Chevy Chase Cars, Inc.*

Catherine Chapman Mosley, *Comcast*

Arthur R. Dwight, *The Gazette*

Greg Hourigan, *Hard Times Café*

Phil Tufano, *Hyatt Regency Bethesda*

Suzanne H. Kim, *D.D.S.*

Roger Kruse, *Residence Inn by Marriott*

John Chaplin, *Robert A. Pumphrey Funeral Home, Inc.*

Glenn Pearson, *Glenn Pearson Productions*

Diane Dantagnan, *Realty Management Company*

John V. Pollack, *Sequoia Bank*

Jennifer Warner, *SunTrust Bank*

Christina Renshaw, *Text Design, Inc.*

Katherine Wright, Ph.D., *Vitability Associates*

Ex Officio – Ginanne Italiano, *Executive Director,*

Greater Bethesda-Chevy Chase Chamber of Commerce

David Dabney, *Executive Director, Bethesda Urban Partnership*

Ron Resh, *Public Affairs Consultant*

Directors Emeritus – Jack Alexander, *AMR Commercial Real Estate*

Director Emeritus – Thomas E. Korengold,

Ourisman Ford Company, Inc.

Directors Emeritus – Walter Pennington,

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

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

Chamber Staff

Executive Director

Ginanne M. Italiano: gitaliano@bccchamber.org

Membership Director

Margery F. Shrinky: mshrinky@bccchamber.org

Events & Marketing Manager

Holly Persinger: hpersinger@bccchamber.org

Marketing Interns

Andrew Langsam

Tiffany Sy

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

Hats off to former Chamber Past President **Robert Eastham, Eastham's Exxon Servicenter, Inc.**, and **Bernard Saul, Chevy Chase Bank** for donating fully equipped computer rooms to the **Bethesda-Chevy Chase High School**.

Enten & Associates (E&A), advertising, marketing and public relations agency, was named "Best of Show" in the Broadcast category at the Advertising Club of Metropolitan Washington's 2002 ADDY award ceremony for its work on behalf of P.B. Dye Golf Club. E&A also received a "Citation of Excellence" in the Public Service/Poster category for the Stewart & Stevenson poster 'America Stands,' created in the wake of the September 11 terrorist attacks

W.C. & A.N. Miller Companies, celebrating its 90th year, has broken ground on its newest residential community: the Edgemoor at Arlington, luxury condominium residences at Arlington Road and Montgomery Lane in downtown Bethesda. Completion is targeted for the summer of 2003. In addition, William "Abe" Curran has been named Production Manager of Miller Home Services. A 15-year veteran of the home construction and renovation field, Mr. Curran has worked as a carpenter, a construction superintendent, a project manager, and as the owner and manager of his own construction firm, AC Construction. Miller Home Services provides a full range of repair and remodeling services to homes in Northwest Washington and Montgomery County.

Michael Carrick, recently joined **Commercial Brokers LLC** as automotive sales & leasing specialist, brings years of automotive experience to the sales and leasing division. Based in Bethesda, Commercial Brokers LLC has been providing clients with warehouse, office and retail space for over 30 years.

At the Coldwell Banker 2001 National Awards ceremony in Tampa, FL, local top realtor, **Jane Fairweather, The Jane Fairweather Team** was once again presented with various awards and distinctions including #1 Agent in the Northeast Region (out of 10,700 agents,) and #1 Agent in Maryland.

Rick Kelly, AMR Commercial, LLC was the sole broker in the sale of 439 N. Frederick Avenue, Gaithersburg. The 33-unit apartment building sold for \$1.5 million dollars.

Hospice Caring, Inc. is offering a Care Giver Training for hospice volunteers Sept. 17-19. The sessions will run from 8:30 a.m. to 4:30 p.m. at the Gaithersburg office. The three-day training is required to become a one-on-one care giver and provides an opportunity to learn about the various ways to assist the dying through their end-of-life journey. For more information and registration call 301-869-HOPE (4673).

At its 107th Annual Convention at The Breakers in Palm Beach, FL, the membership of the Maryland Bankers Association (MBA) elected **EagleBank** president **H. L. Ward** to serve on its Board of Directors for 2002-2003. As a Board member, Ward will help establish MBA goals and strategies over the course of the coming year. Also elected to serve as members of MBA's Executive Committee were Chairman-Elect **Hunter R. Hollar**, President and CEO, **Sandy Spring Bank**, Vice Chairman **J. Scott Wilfong**, President and CEO-Maryland Region, **SunTrust Bank**, and Past Chairman **John M. Bond, Jr.**, President and CEO, **The Columbia Bank**.

S. Vincent Crescenzi, President and Managing Partner of **Councilor, Buchanan & Mitchell, P.C.** (CBM), recently announced the addition of residential and commercial mortgage services to the current program offerings of CBM Financial Services, LLC.

CBM Financial Services, LLC, a subsidiary of **CBM**, provides business and individual investment management, financial planning services, residential and commercial mortgage services, life and health insurance services, plus many other offerings to assist clients.

Journey with the colorful characters of poet Edward Lear in *Voyage of the Jumblies*, playing this summer at **Imagination Stage** at **White Flint** which runs June 22-August 25. Performances are on Saturdays and Sundays at 3:00 p.m. and Tuesdays and Thursdays at 10:30 a.m. For information or to purchase tickets call the Imagination Stage box office at 301-881-5106 or visit their website at www.ImaginationStage.org.

Members of the Greater Bethesda-Chevy Chase Chamber of Commerce are constantly "on the move" in the community. Listed below are Chamber members who have received awards, given back to the community, had additions to their staff, and timely announcements of what is going on right in your own backyard!

A YEAR OF PROGRESS

By Ron Resh, Public Affairs Consultant



This past year has seen considerable progress on long-standing issues important to the Montgomery County business community. In particular, many of the top priorities of The Greater Bethesda-Chevy Chase Chamber successfully moved forward.

- Despite opposition from the majority of the Montgomery County Council and the Glendening Administration, the Maryland General Assembly overwhelmingly voted to support completion of the Environmental Impact Study of the Intercounty Connector. Gubernatorial candidates from both major parties have also expressed support for this critically needed linkage between the I-270 and I-95 corridors. Action on this project has been pending for decades.
- After years of debate, The Montgomery County Council approved funding for the planning and first stage construction of the Montrose Parkway.
- The Montgomery County Council, the Glendening Administration and the Maryland General Assembly acted to support completion of the Environment Impact Study on the Georgetown Branch light rail linkage between Bethesda and Silver Spring. The next step will be application for federal funding for a more far-reaching Inner Purple Line of which the Georgetown Branch is a vital component.
- Montgomery County and the State of Maryland have approved designation of Bethesda as an Arts and Entertainment District, allowing access to special benefits and incentives.
- State and local funding has been approved for transit programs and commuter incentives of special benefit to the Bethesda area.
- Chamber supported funding requests have been approved at the state and local levels for important chamber partners such as the Bethesda Urban Partnership, the BAPA's Imagination Stage, Bethesda Transportation Solutions, police and fire services, among others.

These victories notwithstanding, many challenges lie ahead for our chamber and our members. Bethesda's future development potential, adequacy of parking facilities and operations, infrastructure operations and maintenance are some important areas on which we will focus. These and other updated priorities of the chamber will be discussed in future articles.

Calendar Check

Upcoming Summer Events

Wednesday, July 24, 12:00-1:30pm

Monthly Member Lunch

Sponsored by The Marriott Senior Living Services, At the Austin Grill — 7278 Woodmont Avenue, Bethesda

Tuesday, August 13, 5:30-7:00pm

Business After Hours

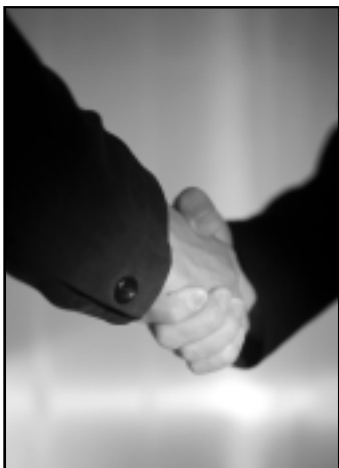
Sponsored by T. Rowe Price at Hard Times Café — 4922 Del Ray Avenue, Bethesda

Wednesday, September 4, 12:00-1:30pm

Monthly Member Lunch

Sponsored by Dr.'s. Kantakevich, Doring & Perez-West at Willie & Reed's — 4901-A Fairmont Avenue, Bethesda

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.





fine dining, special events, billiards, great
Everything Old is New Again
fine dining, special events, billiards, great ambience,
dancing, DJ, fine dining, special events,
billiards, great ambience, dancing, DJ

Shark Club & Pacific Grille (under new ownership) is offering all Chamber members a special happy hour party. A great way to get your office staff together, hold a party on any Monday, Tuesday, Wednesday, Thursday or Friday (based on availability) and receive the following:

Enjoy unlimited free pool, a buffet, your first drink, raffle prizes and happy hour prices all night for only \$5.00 per person at the door. For details or to book a party call Teri Shulman - Marketing Department (301) 530-8292 or E-mail Teri301@aol.com. Shark Club is located at 4915 St. Elmo Avenue, Bethesda (301) 718-4030

Shark Club is located at 4915 St. Elmo Avenue, Bethesda (301) 718-4030



Please welcome the following new members and take a few moments to familiarize yourself with their business profiles. Members like to do business with fellow Chamber members.

1st Impressions.biz, inc.

4830 43rd Street, NW, Washington, DC 20016
Mark Servatius, President

Business Profile: Print broker. Your clients must be exposed to your products and services through frequent and effective communications. We have the experience to make that happen — call today.

Sponsor: Andrew Berman, Spectrum Printing & Graphics

T: 202-966-2333 F: 202-966-0078

email: Mark.1stImpressions@juno.com
www.1stImpressions.biz

Arden Courts Kensington

4301 Knowles Avenue, Kensington, MD 20895

Rick O'Brien, Executive Director, Peggy Rowell, Director of Marketing

Business Profile: Arden Courts was created exclusively for individuals in the early-to-middle stages of Alzheimer's disease, so we are able to concentrate on the programs and life skills that best meet our resident's special needs – promoting their independence and individuality, their health and well being.

Sponsor: Todd Sukol, Sukol Communications LLC

T: 301-493-7881 F: 301-493-4958

Bethesda Tobacco Inc.

4914 St. Elmo Avenue, Bethesda, MD 20814

Business Profile: Tobacco product retailer.

T: 301-907-7990

Michael Copperman, President

Sponsor: Margery Shrinsky, Membership Director

BDO Seidman, LLP

7101 Wisconsin Avenue, Suite 900, Bethesda, MD 20814

Wayne Berson, CPA

Bob Cohen, CPA, MBA, CFP

Mark Edward, CPA, FCA

Bill Eisig, CPA

Eric Fig, CPA

Business Profile: Leading national professional services firm providing tax assurance, outsourcing, financial advisory and consulting services to non-profit organizations, private and publicly traded businesses.

Sponsor: Margery Shrinsky, Membership Director

T: 301-654-4900 F: 301-654-3567

www.bdo.com

email: WBerson@bdo.co

email: RCohen@bdo.com

email: WEisig@bdo.com

email: EFIG@bdo.com

Bethesda Senior Source

4805 Edgemoor Lane, Bethesda, MD 20814

Joanne Balkovich, Director, Bethesda Senior Source

Business Profile: A unique health education and wellness program focused on intellectually stimulating classes and events for senior adults 55 years of age and older. A partnership between Holy Cross Hospital and Montgomery County Government.

Sponsor: Todd Sukol, Sukol Communications

T: 301-951-1990 F: 301-951-1995

www.holycrosshealth.org

email: balkoj@holycrosshealth.org

Bond Beebe Financial Advisors, L.L.C.

7515 Wisconsin Avenue, Suite 200 West, Bethesda, MD 20814

John A. (Jay) Reddersen, CPA

Joseph M. Tanis, CPA

Business Profile: Wealthcare planning for individuals, families and business. Over 125 years of experience in advising clients in financial and investment matters from the elementary to sophisticated.

Sponsor: Joseph M. Tanis, CPA, Bond Beebe, P.C.

T: 301-272-2000 F: 301-272-6100

www.bbcpa.com

email: reddersen@bbcpa.com

email: tanis@bbcpa.com

Bolger Center

9600 Newbridge Road, Potomac, MD 20854

Peggy Baker, Business Travel Manager

Business Profile: The Bolger Center is one of the largest conference centers in the Washington, DC area. Offering 75 spacious meeting rooms, 60,000 sq.ft. of space to accommodate from 5 to 500 people. There are 477 guest rooms designed with comfort in mind along with a fitness center and the Red Fox Pub.

Sponsor: Margery Shrinsky, Membership Director

T: 301-983-7196 F: 301-983-7299

www.bolgercenter.com

Ecruit Logistics

P.O. Box 10435, Silver Spring, MD 20914
 Vincent J. Browne, Jr.

Business Profile: Ecruit Logistics provides comprehensive assistance with human resource recruiting via the internet thereby reducing employer recruitment costs and identifying the most qualified employee candidates.

Sponsor: Margery Shrinsky, Membership Director

T:301-384-8290

www.ecruitlogistics.com
 email: vjbrowne@aol.com

Fraser Gallery

7700 Wisconsin Avenue, Suite E, Bethesda, MD 20814
 Catriona Fraser, Owner/Director

Business Profile: Fine art gallery specializing in monthly exhibitions and opening receptions on the second Friday of every month.

Sponsor: Lori Edwards, Edwards Consulting

T: 301-718-9651 F: 301-718-9652

www.thefrasergallery.com
 email: frasergallery@hotmail.com

Kaufman Davis Business Services, Inc.

7475 Wisconsin Avenue, Suite 700, Bethesda, MD 20814
 Anna M. Lampich, CPA, Director, Robert A. Sachs, CPA, Zachary S. Pond

Business Profile: CBIZ Kaufman Davis is a part of a national financial consulting, outsourcing and benefits firm. We provide all the traditional tax through auditing services in addition to our outsourced bookkeeping and CFO services, payroll and QuickBooks installation and training.

Sponsor: Tom Murphy, EagleBank

T:301-951-3636 F: 301-951-0425

email:alampich@cbiz.com

New Hope Acupuncture

4831 West Lane, Bethesda, MD 20814
 Gabriele Louvis

Business Profile: New Hope Acupuncture practices traditional acupuncture, which is a growing complementary therapy. Both NIH and the World Health Organization recognize acupuncture as a safe and effective therapy for many conditions.

Sponsor: Margery Shrinsky, Membership Director

T: 240-472-8050

email: newhope_7@msn.com

Plus Computing Corporation

21511 Davis Mill Road, Germantown, MD 20876
 William Sheridan, President

Business Profile: Computer consulting; web and application development, systems integration, database, system, and network administration, migrations, conversions, installations and documentation for a wide variety of systems.

Sponsor: Margery Shrinsky, Membership Director

T: 301-916-2533 F: 301-916-2533

www.pluscc.com
 email: info@pluscc.com

Projectivity, Inc.

5640 Nicholson Lane, Suite 14, Rockville, MD 20852
 Steve Boliek

T: 301-770-9125 F: 301-770-9166

www.projectivity.com
 email: yawl@projectivity.com

Shark Club & Pacific Grille

4915 St. Elmo Avenue, Bethesda, MD 20814

Business Profile: Full service nightclub/bar/restaurant offering nightly dancing, 9 pool tables, enclosed patio, special events, 12 TV's and arcas largest big screen for sporting events. Also available for corporate and private events.

Sponsor: Margery Shrinsky, Membership Director

T: 301-718-4030 F: 301-657-3281

Rob Despres, General Manager

Wells Fargo Home Mortgage

4926 Wisconsin Avenue, NW, Washington, DC 20016

Kristina L. Koones, Home Mortgage Consultant email: kristina.koones@mortgage.wellsfargo.com

Business Profile: Wells Fargo is the nations largest home loan originator, funding one in every eleven homes in the United States annually.

Sponsor: Toby Beach, Next Financial Group

T: 301-237-5586 F: 301-237-5271

www.wellsfargo.com

The Write Stuff

9520 Ewing Drive, Bethesda, MD 20817
 Heidi Sung, Freelance Writer

Business Profile: Writing and editing of newsletters, press releases, reports, manuals, proposals, web content.

Sponsor: Margery Shrinsky, Membership Director

T: 301-897-8654

email: ahsung@comcast.net

Check out the resources listed below:

- The 2002 Membership Directory & Business Referral Guide
- Visit the Chamber's website www.bccchamber.org and click on the "business directory"
- The monthly ChamberNews, which can also be found online on the Chamber's website – click on "events calendar" and "Newsletter"
- Call the Chamber office – the staff will be happy to assist you



Do You Need a Computer Intrusion Detection System?

By George T. Pawlak, Account Executive, ETI (Member, Technology Resources Committee)

Yes. Large company or small, big network, no network — if you have a connection to the Internet from your computer, you need some type of Intrusion Detection System or IDS, as part of your computer security plan.

If a computer break-in occurs, you risk losing sensitive company or customer data, public embarrassment, computer/Internet downtime, lost revenue, and lawsuits. As most businesses use the Internet and computers for some facet of their operation, any temporary disruption could be damaging, if not devastating.

Generally, an IDS is a system of programs that constantly monitors your computer traffic for any irregularities in patterns or structures that could be indicative of a computer break-in. If an exception is found, you are notified similar to a home alarm system.

Determining the ideal IDS approach for your situation is best left to your computer expert or consultant, however, here are the essential tips to boost computer and network security at your company.

- Use some type of firewall protection between you and the Internet. Firewalls help protect your computer or network from break-ins.
- Use an established licensed virus protection program and make sure the virus definition file (dat file) is constantly updated.
- Make sure all software systems are operating with the latest updates. Most software manufacturers' website will assist you with this.
- Maintain strict security policies. Have complex, regularly changing passwords. Have employees sign acceptable computer use agreements.
- Train employees about computer security. Most people don't take computer security seriously as part of their daily job.

"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.

- Ensure that your data is backed up regularly. Make sure that a recent backup is stored in a secure, off-site location.
- When in doubt about a potential break-in, unplug from the Internet and call an expert.

For more information, please contact George Pawlak at 301-986-9140 x113, gpawlak@e-tronics.com.

Coming This Fall ...

CELEBRATE... Business and the Arts

Combine fine art, stunning style and community excitement... Just simply perfect!

Continued from page 1

A new award was introduced this year, the Goodwill Award, in honor of the late Rick Masucci (Hyatt Regency Bethesda), who was one of the founders of the community's annual Goodwill Dinner. The "Rick Masucci Goodwill Award" is to be given annually to the persons or organization that best exemplify the spirit and promotion of goodwill in the Bethesda-Chevy Chase area. Goodwill Dinner Co-Chairs Ben and Sue King presented this year's award to the Employees of the Hyatt Regency Bethesda, which was accepted by the Hyatt's General Manager Phil Tufano.

Finally, a surprise special recognition was given during the dinner to President Randy Schools by County Executive Doug Duncan for all of the kindness and services Randy provides to the children of Montgomery County throughout the year.

**Chamber Installs
New Executive
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*Thanks to the Sponsors of the
76th Annual Installation & Awards Dinner*

Special Thanks! to Anita L. Segreti, Anita Segreti Insurance, and the Special Events Committee for helping to make the 76th Annual Installation & Awards Dinner a huge success! Just wait until you see what they have planned for the fall!



LINOWES AND BLOCHER LLP
ATTORNEYS AT LAW

Don't let the early bird pass you by ACT NOW!



2002 Membership Directory

Don't miss this special advertising offer!! The Greater Bethesda-Chevy Chase Chamber of Commerce will be offering a discount to all members who would like to place an ad in the 2003 Membership Directory & Community Guide. The Guide reaches more than 10,000 potential customers in the Metropolitan Washington area and beyond being distributed in local libraries, the Conference and Visitors Bureau of Montgomery County, BCC Government Services Center, Bethesda Urban Partnership, Department of Economic Development Business Resource Center, Chamber businesses as well as being included in the Chamber's relocation package and more.

"A Steady Stream of Calls" ... "I am constantly referring to the Chamber's Membership Directory whenever I'm looking for a specific service or product. I keep it next to my phone. I also receive a steady stream of calls from fellow Chamber members who call me about their automotive needs—members who've seen my display ad in the guide. It works!" Tommy Korengold, Ourisman Ford.

Take advantage of the "early bird" price, place your advertisement by July 31 and \$ave money! Need more information? Contact Margery Shrinsky at 301-652-4900 Ext. 201 or mshrinsky@bccchamber.org. For only pennies a day those needing YOUR product or service will see your advertisement.

In Memory of Dick Price



The Greater Bethesda-Chevy Chase Chamber of Commerce wishes to extend its deepest sympathy to the friends and family of Richard Raymond "Dick" Price, Jr., founder and president of Decatur Press, who died at his home in Chevy Chase on June 5, 2002. Dick, who served as President of The Greater Bethesda-Chevy Chase Chamber in 1962, was born and raised in Washington, D.C., the son of a policeman and a homemaker who came to Washington to get off the farm in Virginia. When he was 17, Dick received a printing press for Christmas from his older brother. With the help of his younger brothers, John and Donald, Dick made a business out of printing business cards, stationery and imprinting Christmas cards. Located in the basement of his family's home on Decatur Street, NW, his father suggested the name Decatur Press and it stuck. When the business outgrew the basement and caused power problems in the neighborhood, Dick relocated it to Bethesda in 1948 and finally moved to its current Rockville location in 1975. Through Dick's daughters Linda Price Doermann and Janet Price Lamkin, Decatur Press continues to be an active member of the Chamber.

An avid lover of baseball, Dick played ball on the sandlots of Washington and briefly played for a minor league team. He served in the 15th Air Force of the United States Army Corps during World War II. Stationed in Italy, he was first pilot of a B-24 bomber and was credited with 50 combat missions. He was awarded the Distinguished Flying Cross, and four Air Metals. Years after Dick served as President in 1962, he continued to serve in a leadership capacity with the Chamber. In the 1980's, when the Chamber was undergoing financial difficulties, Dick, was one of the founders of the Forum Club, a fund which was developed to provide the Chamber financial support when needed.

Due to his support and leadership of the Chamber throughout the years, his leadership in the community and his personal role in always being there for the Chamber at a time of need, the Board of Directors on June 19th unanimously voted to rename the Chamber's annual Small Business Award to the "Dick Price Small Business Award."

Help Kids In Need! Donate School Supplies

This summer, August 1 – August 31, the Community Development Committee of The Greater B-CC Chamber has decided to implement a school supply drive for needy children in lower Montgomery County. We are asking our members to step up and help! You can choose to purchase a backpack and fill with the items listed to the right, purchase single items from the list and drop at specified locations, or you may write a tax deductible check directly to Linkages to Learning for the purchase of supplies.

To distribute the supplies we have partnered with Linkages to Learning, a collaborative school-based health and human service partnership of public and private agencies, schools, families and communities. They have targeted several schools with considerable needs in the Wheaton Cluster. You can get more information on Linkages to Learning at their website, www.emontgomery.org/linkages/index.html.

Drop off places for school supplies include the Chamber office, the Bethesda Urban Partnership, and the Bethesda Police Department. We will also collect school supplies at the Comcast Outdoor Film Festival's showing of "Harry Potter and the Sorcerers Stone" on Saturday, August 24th at Strathmore Hall and American Speech and Hearing Association on Rockville Pike.

For more info contact Christina Renshaw, Text Design, Inc. at 301/652-5153. Please send checks (*made payable to Linkages to Learning*) to the Chamber office.

Lets show how businesses help *kids in need!*



Donate any of the following materials:

- One 3" three-ring notebook
- Wide-lined loose-leaf paper
- Page dividers (minimum of six)
- Pencil case (can be attached to notebook rings)
- #2 pencils
- Black or Blue pen
- Ruler (can be attached to notebook rings)
- Eraser
- Colored Pencils
- Paper hole reinforcements
- Fine point markers
- Protractor and compass
- Composition Book
- Book Covers

Success Stories

By Debra Thomas, The Jane Fairweather Team, Coldwell Banker Residential Brokerage

Networking is a part of any successful business and a major part of The Jane Fairweather Team's marketing strategy. The obvious and best place to network with other area businesses is at the events of The Greater Bethesda-Chevy Chase Chamber of Commerce.

At a Chamber Networking Breakfast, I was sitting next to Vicky Anderson, from Minuteman Press. Vicky and I exchanged business cards and I called Vicky the next day.

Minuteman Press is located "right around the corner" from The Jane Fairweather Team office, and Vicky offered to pick up any work that needed to be copied. What a help to have her pick up and then deliver copies back on the same day!

A relationship was formed and we have been using Minuteman Press since our meeting at the breakfast. Every time someone from the Jane Fairweather Team attends a Chamber networking function, we find other professionals who can help our business save money, or provide a better quality of service to our clients.

Members like to do business with people they know and trust – other Chamber members."

If you have a similar Success Story to share with Chamber members, please email mshrinsky@bccchamber.org or call 301-652-4900 Ext. 201.



Debra Thomas, Jane Fairweather Team, Coldwell Banker; Vickie Anderson, Minuteman Press; and Mort Greenberg, Minuteman Press.



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Two New Faces at the Chamber this Summer!



Please join us in welcoming two new interns working at the Chamber this summer.

Andrew Langsam, entering his senior year at American University, will be earning his degree in Business Administration with concentrations in Marketing and Management.

Tiffany Sy, entering her senior year at Blair High School where she is one of four hundred students in the Communications Arts Program. Tiffany is interested in pursuing a degree in Sports Management.

Both Tiffany and Andrew have been a great asset in the areas of marketing and membership development.

Please come by and say hello!

Logos. Brochures. Event Promotions. Annual Reports. Exhibit Graphics. Video/CD Packaging. Pocket Folders. Directories. Newsletters

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