



Doing Business Since 1926

June 2001

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Join Hundreds for An Evening of Dinner, Dancing & Celebration!

Time's running out to mark your calendar for the evening of Friday, June 8th, when hundreds of Chamber members and friends come out to celebrate the Chamber's 75 years of doing business. In addition to an open bar cocktail hour, a special dinner and dancing to the great music of "Retrospect," U.S. Congresswoman Connie Morella will recognize the accomplishments of outstanding contributors to commerce and community, as well as conduct the installation of the Chamber's new Board of Directors.

Newly elected officers include: Randy Schools (**NIH-NOAA Recreation & Welfare Association**), President; Lilliam Machado (**Thaler Liebler Machado & Rasmussen**), President-Elect; and John Lane (**ColomboBank**), Vice President, Budget and Finance. New to the Board of Directors for 2001-2002 include Michele Horowitz Cornwell (**The Chevy Chase Land Company**), Greg Hourigan (**Hard Times Cafe**), **Suzanne H. Kim, D.D.S.**, Jennifer Warren (**SunTrust Bank**), and Glenn Pearson (**Glenn Pearson Productions**).



For more information about the event or to make reservations, contact Leslie Yager at the Chamber at 301-652-4900.

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Get Your Message Out to Over 10,000 Potential Customers All Year Long!

Advertise! Take advantage of the "early bird" prices and \$ave. Reserve your advertising space in the 2002 Greater Bethesda-Chevy Chase Chamber of Commerce Membership Directory & Business Referral Guide, which will be distributed to over 10,000 people! Prime placements are available. Listen to what Barry Cogan, Realty Network, Inc., REALTORS has to say. "Cost-Effective and Powerful. Real estate is a very competitive business and the Directory provides a cost-effective and powerful way to position our firm's name both in front of prospective clients who are relocating to the metropolitan Washington area, and those who already live and work in our community." Questions? Call Margery Shrinsky at the Chamber office 301-652-4900.

From The President's Desk

by Jack Alexander, AMR Commercial Real Estate



It has truly been a pleasure and honor to serve as Chamber President this past year. My children Charlie, Jane and Jimmy realized at the beginning of my term what an early meeting meant and were a great help in getting us out of the house on time. My wife and best friend Gretchen, not once complained about my many early mornings and after hours receptions. To my family you are the best and make it all worthwhile.

A huge debt of gratitude is owed to the 750+ members of the best chamber in Maryland who made being President so much fun. The Lunches, after hours, breakfasts' and even the meetings were extremely enjoyable because of the outgoing and friendly members of the Chamber.

Thank you is not enough for an excellent board of directors, executive committee and committee chairs. A special THANKS in no particular order to: Lilliam Machado who was a great sounding board for personnel issues and suggestions, Walt Pennington who stepped up big time to keep the Chamber's finances in check, Dave Freishtat for wise counsel and advice, Dave Dabney for all he and B.U.P. do for Bethesda and introducing me to Lieutenant Luther Reynolds and his outstanding officers, John Lane for putting together a great golf tournament in record time, Ed Asher for calling it as he sees it and Carol Trawick for advice and chairing the 75th Anniversary Gala like only she could. I also want to thank my partners at AMR Commercial, LLC. Bill Montrose, Mark Rittenberg and Kerrie Rives for keeping AMR going strong and their support and friendship.

To the chamber staff...I was blessed to work with you. Thank you Margery Shrinsky, you are the "Rock of Gibraltar", Leslie Yager what a great addition you have been, Anne Core thanks for coming out of retirement and keeping us running smoothly and the newest member Ginanne Italiano, I look forward to seeing you take the Chamber along with Randy Schools to new heights. Thanks for the ride.....it has been a ball of fun!

The Greater Bethesda-Chevy Chase Chamber of Commerce 2000-2001 Annual Corporate Sponsors

Chamber Silver Sponsors



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Chamber Officers

President

John C. Alexander, AMR Commercial Real Estate

Immediate Past President

David D. Freishtat, Shulman, Rogers, Gandal, Porly & Ecker

President-Elect

Randy Schools, NIH-NOAA Recreation & Welfare Assn.

VP, Budget & Finance

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

VP, Membership Development

Anita Segreti, Howard W. Phillips & Company

VP, Member Services

Christopher W. Brown, A.G. Edwards & Sons, Inc.

VP, Economic Development & Government Relations

Todd Brown, Linowes & Blocher LLP

VP, Community Development & Education

Randy Hamas, Randall Hamas, CPA

VP, Special Events

Lilliam Machado, Thaler Liebeler Machado & Rasmussen

Counsel to the Board

C. Robert Dalrymple, Linowes and Blocher LLP

Board of Directors

Theresa Cameron, Arts & Humanities Council of Mo. County

John Fineran, Atlantech Online, Inc.

Kathleen Martens, The Bethesda Academy of Performing Arts

Joseph Tanis, Bond Beebe

Page Lansdale, Chevy Chase Bank

John Bowis, Chevy Chase Cars, Inc.

Edward Hall Asher, The Chevy Chase Land Company

John Lane, COLOMBOBANK

Tom Murphy, EagleBank

Bob McKay, Fairmont Bar & Dining

Alex Inglese, Federal Realty Investment Trust

Arthur R. Dwight, The Gazette

Steve McKee, Hyatt Regency

Roger Kruse, Residence Inn by Marriott

John Chaplin, Robert A. Pumphrey

Sandra Penn, PG&E National Energy Group

Andrew S. Berman, Spectrum Printing

Christopher Collier, Suburban Hospital

Ex Officio - Ginanne Italiano, Executive Director, Greater Bethesda Chevy Chase Chamber of Commerce

David Dabney, Exec. Director, Bethesda Urban Partnership

Director Emeritus - Thomas E. Korengold, Ourisman Ford Company, Inc.

Director Emeritus - Bruce Drury, Watkins, Meegan, Drury & Co., LLC

Chamber Staff

Executive Director

Ginanne M. Italiano: gitaliano@bccchamber.org

Membership Director

Margery F. Shrinsky: mshrinsky@bccchamber.org

Event Registrar

Leslie P. Yager: lyager@bccchamber.org

Members in the News

Effective May 21, **GrandBank** and **Century National Bank** merged into one entity – **Century National Bank**. For more information, go to www.centurybank.com/welcome/grandbank.

Welcome to Chamber member **Ray Timmermann, Sir Speedy of Bethesda**, who has opened his Bethesda location at 4907 Chase Avenue. Telephone 301-657-9589, Fax 301-657-9845. Stop by and say “hello!”

Atlantech Online, Inc., a full service Internet Service Provider, based in Silver Spring, Md., recently announced the promotion of **John Fineran** to Executive Vice President, Sales.

Producing Artistic Director **Jerry Whiddon** announced the **Round House Theatre’s** productions for its 24th season, including the inaugural production in the organization’s new theatre in downtown Bethesda. The season will begin with *Problem Child* by George F. Walker (Sept. 5-30, 2001), the theatre’s eighth visit to a viciously comic world created by the acclaimed Canadian writer, and Round House’s most-produced playwright. The rest of the season will include: *Home* by Samm-Art Williams, directed by acclaimed director Thomas W. Jones, II (Oct. 31-Nov. 25, 2001.); *A Broadway Christmas Carol*, (Dec. 23-30, 2001); *The Weir* by Conor McPherson, directed by Nick Olcott (Jan 30-Feb. 24, 2002); and the final production will be the world premiere of *Shakespeare, Moses, and Jo Papp* of Rockville resident Ernest Joselovitz (April 3-28, 2002). Throughout the season, the Round House will also present a series of *Cabarets* at its Bushey Drive location. For more information, contact Mark Robert Blackmon, 301-933-9530 Ext. 16 or go to www.round-house.org.

Eagle Bancorp Chairman Leonard Abel has been named to the Advisory Board of The Hospitality & Information Service for Diplomatic Residents and Families, a non-profit organization that helps diplomats and their families overcome cultural and language barriers through personal hospitality and attention. **Tom Murphy, Executive Vice President and COO of EagleBank** announced the opening of EagleBank’s first Washington, DC branch, located at 20th and K Sts., NW. **Stephen Kensinger** has been named manager of the bank.

Dembo, Jones, Healy, Pennington & Marshall, PC announced that retired shareholder **Martin S. Dembo, CPA**, has been awarded the Melvin A. Eggers Senior Alumni Award by Syracuse University. The award honors senior alumni who

demonstrate exceptional leadership and dedicated service to society and loyalty and service to Syracuse University.

Marci Millen has joined **EZGSA** as Director of Marketing. EZGSA assists businesses in selling products and services to the Federal Government. Most recently, Marci was Production Manager for Ratner Companies.



Marci Mullen

Keller Graduate School of Management (KGSM) celebrated the opening of its new Bethesda center, located at the Air Rights Center, 4550 Montgomery Avenue by donating business suits, shirts and shoes to **Bethesda Cares, Inc.**, a local charity that has served the county’s homeless and working poor since 1988. The business clothing drive, held April 1 – May 2, was the first of many activities included in the new Career Path Program. Keller will additionally hold workshops for clients of Bethesda Cares on topics including Basic Computer Skills, Interviewing Techniques, Resume Writing, GED Preparation, Budgeting, and Bill Paying. “Keller’s mission is to produce high-quality, practitioner-oriented graduate management degree programs with an emphasis on excellence in teaching and service to working adults,” said **Mickey Byrd**, Keller School of Management’s center director.



Left to Right: Sue Kirk, Bethesda Cares, Inc. and Mickey Byrd, Keller Graduate School of Management

Advanced Telecom Group (ATG), a local facilities-based provider of Internet and telephone services to businesses, has promoted two Baltimore area executives. **Gerald F. (Jerry) McCloskey**, formerly ATG’s General Manager for Maryland, is now General Manager for the Mid-Atlantic region and **Duane Quinn**, Baltimore County Sales Director, is the new Sales Director for the Mid-Atlantic Region. ATG, headquartered in Santa Rosa, CA is a rapidly growing facilities-based Integrated Communications Provider (ICP) that focuses on business clients in under-served, middle-sized markets across the United States.



Jerry McCloskey

The Army Navy Club of Washington, DC was the setting for the **Temporary Staffing inc. (TSi)** 2001 Employee of the Year recognition luncheon. **Timothy Schaffer**, President of TSi, awarded **David Cleveland**

Members in the News

(continued from page 3)



of Maryland the TSi Employee of the Year designation. TSi Staffing inc. is a regional staffing service with offices in Washington, DC, Crofton, MD and Bethesda.

On June 7, 2001, **Colleen Luzier, HR Solutions, Inc., Marc R. Engel, Esq. Lerch, Early & Brewer, Richard G.**

Vernon, Esq., Lerch, Early & Brewer and James R. Wallis, J.R. Wallis & Associates will present "Legal and Practical Aspects of Compensating Employees In A Tight Labor Market," a one-day seminar designed for human resource and payroll professionals, accountants, business owners and managers. For more information, call Lorman Education Services' Registration Dept. toll free at 1-888-678-5565.

Snyder Cohn Collyer Hamilton & Associates, P.C. announced the following new additions to their firm: **Stephen J. Eppard, QPA**, Small Business Specialist in the Pension Department; **Beverly Erme**, Staff Accountant in the Audit and Accounting Department; and **Laura M. Husenita**, Staff Accountant in the Audit and Accounting Department. Additionally, **Victor Fischer** has changed careers to become a Hardware/Help Desk Specialist, and the firm welcomes back **Theresa Kendrick, CPA**, Senior Accountant in the Tax Department.

"College students have an opportunity to win one of thirteen scholarships while earning money on job assignments, gaining valuable work experience and networking with business leaders this summer through **Manpower's** "school-to-work program," says **Jewel Scott, Branch Manager at Manpower**. To qualify, students must work for Manpower a minimum of 90 hours and be registered to attend an accredited college (full or part-time) in the fall of 2001. For every 30 hours worked between April 16th and August 3rd, eligible students will receive one entry form to be entered into the Summer Scholarship Contest. For more information, contact Jewel Scott at 301-585-1200.

Lerch Early & Brewer, Chartered announced that **Deborah E. Reiser, Arnold D. Spevack, Lawrence G. Lerman, Richard N. Ruprecht** and **Tamara A. Stoner** have become principals of the firm. **Alison W. Rind, Jennifer M. Lo, James P. Moorhead** and **Patrick L. O'Neil** have become associated with the firm.

Daly Computers, in a continuing effort to expand its Technical Services offerings as a strategic business unit, has promoted **Mr. Ray Morton** to Director of its Daly Technical Services Organization, (DTSO). Ranked as one of the top 500 value added re-sellers in the country according to *VAR Magazine*, Daly Computers specializes in Help Desk/Call Centers, Warranty and Break/Fix support, Network support, Customized Roll-outs and Solutions.

Martin • Schaffer, a full-service advertising agency serving regional, national and international clients, was recently awarded an Addy for the development of a stationery package for DCA Landscape Architects of Washington, DC. The Agency also received a Citation of Excellence for an employee communications campaign for Sodexo Marriott Services, at this annual competition sponsored by the Advertising Club of Metropolitan Washington.

Montgomery Hospice is seeking volunteers interested in working with terminally ill patients and their families, at home or in an inpatient setting, in Montgomery County. Hospice volunteers provide patient care, caregiver respite, and bereavement support to hospice families, as well as administrative assistance at Montgomery Hospice offices. The next volunteer training program is scheduled for July 16-19 and July 23-26, 2001. For further information call 301-279-2567 Ext. 184.

Personal Attention Inc., a Bethesda-based personal errands and concierge firm, has entered into an agreement with Charles E. Smith Residential Realty, Inc. (Smith Realty) to provide various support services to residents in the more than 20,000 apartment units owned or managed by Smith Realty. Established in 1988, Personal Attention Inc. provides personal errands, concierge services, home office support, food shopping, delivery, DMV processing, house sitting and other time management services to residents and businesses in the Washington, DC area.

The law firms of **Paley, Rothman, Goldstein, Rosenberg & Cooper Chtd.**, and **Eig and Schwartz, Chtd.**, have announced the merger of their firms, effective May 1, 2001. **Paley, Rothman, Goldstein, Rosenberg & Cooper Chartered in merger with Eig & Schwartz Chartered** is located at 4800 Hampden Lane, 7th Floor, Bethesda, MD 20814. Telephone 301-656-7603, FAX 301-654-7354.

Want to get the word out about recent promotions, awards, new locations, or other significant achievements? Send your press releases and event announcements to mshrinsky@bccchamber.org.

Bytes of Bethesda

By Scott Orbach (EZGSA), Chair, Technology Resources Committee

We have all heard about the insidious internet ‘cookies’. The files that sneak onto your computer while you are surfing the internet and quietly collect various and sundry facts about your interests and habits. Where have you visited recently? Where did you shop? What did you buy? During what hours? And what about the little documented Hardware Identification ‘feature’ in Windows 98. When the operating system whispers messages back and forth to Bill’s server in Redmond, what are they saying about you? And what data is your Quicken and Quickbooks Software sharing with Intuit? And the serial number feature built into your Pentium III...is that passing more information? Oh yeah, and that deal at the local grocery store where we now have to show our Big Brother card, er, uh, I mean, uh, Bonus Card...What’s up with that?

Now, don’t move to a cabin in the woods of Montana to attempt to escape the technology. Didn’t work for Ted, won’t work for you. Before you’ve been gone for an hour, your credit card company will know where you went. Unless you pay cash for your bus ticket and never charge anything once you’re there. And when you run out of cash, as soon as you type your PIN into the ATM, BINGO. You are found.

Yes, your internet browser is collecting and sharing information about you. Yes your grocery store is tracking your shopping habits. And the others? Yeah, they’re watching, too. Why? Well, when they know more about you, they can predict how you’ll behave. The grocer gave incentives based upon your purchases. As they understand your purchasing patterns better, they will no longer ‘waste’ money by offering incentives for things you do anyway. Bill knows what software you like to use, and how often you will purchase an upgrade. By the way, you did purchase a legitimate license for the copy of Office you are running, didn’t you? Intuit? I don’t even want to think about what information it is sending when it sees an internet connection. More and more the software we buy and install (or borrow and install) is collaborating with the Mothership.

Am I being paranoid? Or are you, too, starting to wonder just how much our technology is improving our lives? Next month I’ll discuss some simple cloaking techniques that can help limit or neutralize some of the techno-voyeurs.

“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. The committee meets the fourth Thursday of each month in the Chamber offices. If you are a chamber member and a tech business, we would like to profile your products and services here. Please share your comments, ideas, thoughts and questions at Orbach@EZGSA.com.

Smart Business Seminars

You’re Never Too Young for Long-Term Care Insurance

Mark your calendar for **Friday, June 8th at 8:00 a.m.** at the Chamber’s offices, for a seminar that’s in everyone’s interest to attend! It’s not just baby boomers who should start thinking about long-term care insurance! This type of insurance provides for personal care if an individual is unable to perform the activities of daily living or the individual is severely cognitively impaired, (e.g. Alzheimer’s). Learn about the tax incentives for you and your business and how you can easily implement this program in your company.

The younger you are, the lower the premiums, and chances are, you may also qualify for good health discounts. Chamber members Bernie Wolfe and Laura Kalick of Professional Long Term Care Insurance, LLC, will present the various options available and how you can benefit from starting a long-term care insurance plan.

Sign up now, for this quick interactive seminar, which is FREE to all Chamber members. Handouts and breakfast will be provided. Contact Leslie Yager at 301-652-4900, email her at lyager@bccchamber.org or register online at www.bccchamber.org.



202design

3900 Military Road, NW, Washington, DC 20015

Business Profile: Full service graphic design firm offering total support from creating fresh ideas and designing your project through print management. Sponsor: Margery Shrinsky, Membership Director

T: 202-244-8700 • F: 202-244-8729 • www.202design.com

Mike Larson, Director of Client Services

AirBand Communications

6905 Rockledge Drive, Suite 600, Bethesda, MD 20817

Business Profile: A fixed wireless broadband Internet provider to small and medium sized businesses.

Sponsor: Margery Shrinsky, Membership Director

T: 301-896-9437 • F: 941-9009 • www.airband.com

Mark Murphy, Scheduling Coordinator

Arden Courts – Alzheimer's Assisted Living

10718 Potomac Tennis Lane, Potomac, MD 20854

Business Profile: An assisted living facility exclusively for people with Alzheimer's and dementia.

Sponsor: Alisa Scheiner, Springhouse at Westwood

T: 301-983-3620 • F: 301-983-4569

Rita Frydman, Marketing Director

Bean Bag, Inc.

10400 Old Georgetown Road, Bethesda, MD 20814

Business Profile: A gourmet deli, bakery, coffee shop featuring sandwiches, salads, freshly roasted coffee beans, freshly baked cookies and muffins, specializing in corporate catering and gifts. Sponsor: Margery Shrinsky, Membership Director

T: 301-530-8090 • F: 301-564-4266 • www.thebeanbag.com

Mitchell Wool, President

BETAH Associates, Inc.

7910 Woodmont Avenue, Suite 400, Bethesda, MD 20814

Business Profile: A technical, professional, and communications consulting firm. We specialize in providing solutions to our clients' management consulting, communications, event planning, IT needs and challenges.

Sponsor: Margery Shrinsky, Membership Director

T: 301-657-4254 • F: 301-657-4258 • www.betah.com

Wilhelmina Bell-Taylor, President

The Complete Health & Wellness Center, LLC

White Flint Professional Bldg.

11119 Rockville Pike, Suite 101, Rockville, MD 20852

Business Profile: A health care provider specializing in the permanent relief of allergies. No drugs, no needles...naturally.

Sponsor: Rita Gillman, Villeroy & Boch

T: 301-770 (WELL) 9355 • F: 301-770-6629

Dr. Kenneth M. Abramowitz, Executive Director

Connecting Links

4938 Hampden Lane, PMB198, Bethesda, MD 20814

Business Profile: Consulting/web design, development – we make it simple to use the web as a marketing tool and keep your website up-to-date. Sponsor: Margery Shrinsky, Membership Director

T: 301-951-0126 • www.conlinks.com

Gayley Knight

FedEx Corporation

7331 Calhoun Place, Rockville, MD 20852

Business Profile: Powerful business solution company for transportation, logistics, and E-Commerce corporations.

Sponsor: Margery Shrinsky, Membership Director

T: Voice Mail 800-448-9961 • F: 301-294-5321 • www.fedex.com

Roxanne Buehrer, Account Executive

Freeman & Freeman, P.C.

One Church Street, Suite 200, Rockville, MD 20850

Business Profile: Law firm concentrating in business litigation, intellectual property litigation; business transactions and labor and employment law. Sponsor: Martin Freeman, Freeman & Freeman, and P.C.

T: 301-315-0200 • F: 301-315-0210

Mark Freeman, Vice President/Principal

Global Mosaic Inc.

4545 42nd Street, NW, #308, Washington, DC 20016

Business Profile: A systems integration firm specializing in web application development and the design/development of websites. Sponsor: Jason Newman, Newman Systems, LLC

T: 202-363-3556 • F: 202-237-7473 • www.globalmosaic.com

Matthew Ferry, Director of Sales/Marketing

Image Camp, Inc.

10441 Metropolitan Avenue, Kensington, MD 20895

Business Profile: Screenprint & embroidery. Sponsor: Margery Shrinsky, Membership Director

T: 301-933-3900 • F: 301-933-7343 • www.imagecamp.com

David Curry, Tiger Mullen

The Magruder Companies

12165 Darnestown Road, Gaithersburg, MD 20878

Business Profile: A mid-size company that is a builder/developer. We build houses and apartments and have our management company in-house. Sponsor: Jack Alexander, AMR Commercial Real Estate

T: 301-921-9050 • F: 301-921-0507 • www.magrudercos.com

Michael Magruder, Builder/Developer

Walter H. Magruder, Jr., William P. Magruder, Scott C. Reed, Nancy Milloy

Overnight Productions, inc.

5615 39th Street, NW, Suite 600, Washington, DC 20015

Business Profile: A web design firm specializing in interactive design work. We build online databases and provide high-speed web hosting. Sponsor: Margery Shrinsky, Membership Director

T: 202-365-1299 • F: 202-364-3336 • www.onp.net

Armando Musto, President



New Members

(continued from page 7)



Pasternak & Fidis, P.C.

T: 301-656-8850 • F: 301-656-3053 • www.pasternakfidis.com

7735 Old Georgetown Road, Suite 1100, Bethesda, MD 20814

Roger A. Hayden, II, Esq., Shareholder/Partner

Mitchell I. Alkon, Esq., Shareholder/Partner

Business Profile: General Practice Law Firm practicing in the areas of Wills/Trusts/Estates/Probate, Family Law/Divorce/Custody/Adoptions, Real Estate/Banking/Finance, Business Law/Planning, Employment Law and Civil Litigation.

Sponsor: Margery Shrinsky, Membership Director

Signator Financial Network

T: 703-893-2550 • F: 703-893-4595

1749 Old Meadow Road, Suite 410, McLean, VA 22102

Maro Rogers, Investments Advisor Representative

Business Profile: Services include financial planning, including retirement, investments, insurance, long term care insurance for individuals and businesses. Sponsor: Jennifer Warner, SunTrust Bank

Stage 2 A/V Productions

T: 301-913-0203 • F: 301-913-0277 • www.stage2.com

7801 Norfolk Avenue, T-2, Bethesda, MD 20814

J.D. Mack, Phyllis Lieberman, Co-owners

Business Profile: Full range of audio and video production and editing. Duplication – all formats.

Sponsor: Carol Trawick, Trawick & Associates

Sumerville At Potomac

T: 301-765-9198 • F: 301-765-9243 • www.summerilleseniorliving.com

11215 Seven Locks Road, Potomac, MD 20854

Barbara Akst, Director of Community Relations

Business Profile: A premier assisted living community located in Potomac, MD. We also house a separate 12-apartment community dedicated to special care for individuals with Alzheimer's and memory impairments.

Sponsor: Pat Jayne, Bissell Mead & Company, LLP

TechLecture

T: 301-913-5393 • F: 301-913-5985 • www.techlecture.com

3 Bethesda Metro Center, Suite 700, Bethesda, MD 20814

Bill Jeansonne, President

Business Profile: An IT training and consulting firm specializing in Microsoft technology. We provide training in Widows and Office, as well as consulting in office automation. Sponsor: Margery Shrinsky, Membership Manager

The Washington Post

T: 202-334-7765 • F: 202-334-7162 • www.washingtonpost.com

1150 15th Street, NW, Washington, DC 20071

Lisa M. Baker, Advertising Sales Representative

Sherri Divver, Sales Manager

Business Profile: The Washington Post is the leading daily newspaper in the Washington Metro area, read by over 1.6 million people daily and over 2.3 million on Sundays. Sponsor: Margery Shrinsky, Membership Director

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Legislative Update

By Ron Resh, Chamber Lobbyist

The following is a summary of recent legislative developments affecting living and doing business in the Bethesda-Chevy Chase area.

Montgomery County

On May 1, the County Council passed legislation expanding coverage and toughening provisions of the county's anti-discrimination laws. These laws prohibit discrimination based on race, religion, gender, age, disabilities, sexual orientation or genetic statistics. All private sector employers would now be covered. Previously, the threshold was businesses with six or more employees. In addition to compensatory and other damages, an award ranging from \$1,000 to \$5,000 can now be made for "humiliation and embarrassment".



State of Maryland

- **Transportation Funding** – Transportation spending will increase by \$500 million over the next six years. Among other things, this will provide additional transit services to commuters. "Smart Card" technology will be implemented to allow riders to use one fare card for all of their trips throughout Montgomery County and on any other transit system throughout the state. The Washington area will receive money for 50 new Metrorail cars and 300 new buses.
- **Anti-Discrimination** – Provision in effect in Montgomery County since 1984 prohibiting discrimination based on sexual orientation in public accommodations, employment and housing has been expanded to include the rest of the state.
- **Genetic Testing** - Employers throughout Maryland are prohibited from refusing to hire a person based on genetic information. Requests for such information and genetic testing are prohibited.
- **Drug Testing** – Employers are now allowed to conduct on-site drug testing for job applicants. This provides a more convenient and less costly option to laboratory testing.
- **Drunk Driving** – Alcohol concentration level needed to determine a violation of driving under the influence of alcohol has been reduced from 0.10 to 0.08. In addition, a person's refusal to submit to a breathalyzer test can be used as evidenced in court.
- **Health Care** – Maryland Health Care Commission is directed to contract with an independent consultant to conduct a study comparing performance of Maryland's small group health insurance marketing reform law to that in other states.

Federal

Federal OSHA regulations to increase employers' obligation for ergonomic disorders were overturned by Congress. These regulations would have increased workers' compensation coverage for ergonomic injuries by (1) expanding eligibility for work related injuries to those aggravated by work, rather than being a direct cause from work, and (2) increasing workers' compensation benefit amounts for ergonomic injuries beyond that provided for other injuries.

For more information, contact Ron Resh at rreshlegis@aol.com.



*Need To Know When An Event Is?
Want to See What Is Happening In Bethesda-Chevy Chase?
Then Travel To Our Web Site!*

www.bccchamber.org

Chamber Success Stories

Rewards of Involvement

by Dr. Katherine Wright, President, Vitability Associates

Thanks to Margery Shrinsky's excellent suggestion, I recently volunteered for the Chamber's Golf and Tennis Tournament Classic Organizing Committee. I had a wonderful time working with John Lane (**ColomboBank**), the committee chair and all of the extraordinary committee members and volunteers, as well as Leslie Yager and Margery Shrinsky at the Chamber. As part of my work on the committee, I contacted more than 180 Chamber businesses to encourage participation in the tournament. (Thank you to everyone who helped make this year's tournament a "hole in one!")



*Left to Right – Dr. Katherine Wright, Vitability Associates;
Stephanie Warlick, Colorworks Promotions, L.L.C.*

Through the calls, I met Stephanie Warlick of **Colorworks Promotions, LLC**. We immediately connected. I was so impressed with Colorworks' personal touch, enthusiasm, professionalism, and turnaround time, that **Vitability Associates**, chose **Colorworks** products for our goody bag advertising at the Golf and Tennis Tournament and for promotional items that will be using when we sponsor the August Chamber After Hours.

Stephanie was excited about **Vitability's** customized evidence-based MindBody approaches to Stress Management in the workplace. She attended *Performing in the Zone: MindBody Techniques for Optimal Performance*, Vitability's FREE monthly Teleclass, and has decided to use Vitability Associates for Stress Reduction and Performance Coaching as a reward to her **Colorworks'** employees. Many Chamber members had told me that becoming more involved in the Chamber would be rewarding for my business. I was not prepared for how much fun I would have, and how many wonderful people I would meet in the process.

Make the Most of Your Membership

Margery Shrinsky, Membership Director

Why do people attend networking functions? Are they really worth it? And, why should I attend?

Ask any Chamber member who regularly attends the Monthly Members Lunch, Business After Hours and Networking Breakfast and they will tell you not only do you meet important contacts and professions, but also in this age of technology, it gives them the opportunity to meet face to face. Now, when someone sends them an email or special promotional piece, they already know who the person is that sent it.

Many businesses attend our events, looking for a specific contact to do their brochures, a banker to discuss finances, a website developer to tell how to start a corporate website, a hotel to host a reception or meeting, and more. Wouldn't you like to be the one there to answer questions and introduce your business? And, you may not realize it at the time, but in the months to come you may actually need their products and/or services.

If you are interested in making new contacts and meeting new friends, then plan to attend any or all of the numerous Chamber events that are available to you. Know someone who may be interested in joining? Invite them along as a guest, and let them see first-hand how networking can be used as a valuable tool to market their business.

People like to do business with people they know and trust – come join us at one of the Chamber's many networking events.

Chamber ■ Photo Gallery

April Monthly Member Lunch



Evelyn Lopez, ATG



Sponsors ATG with President Jack Alexander



First Place Gross Winners, Bethesda Florist



First Place Net Winners, Clark Construction

9th Annual Golf & Tennis Classic

Chamber Proclamation



75th Anniversary Chair – Carol Trawick, Tina Benjamin (Montgomery County Government), Jack Alexander and Ginanne Italiano



Carol Trawick, Jack Alexander, and State Delegates



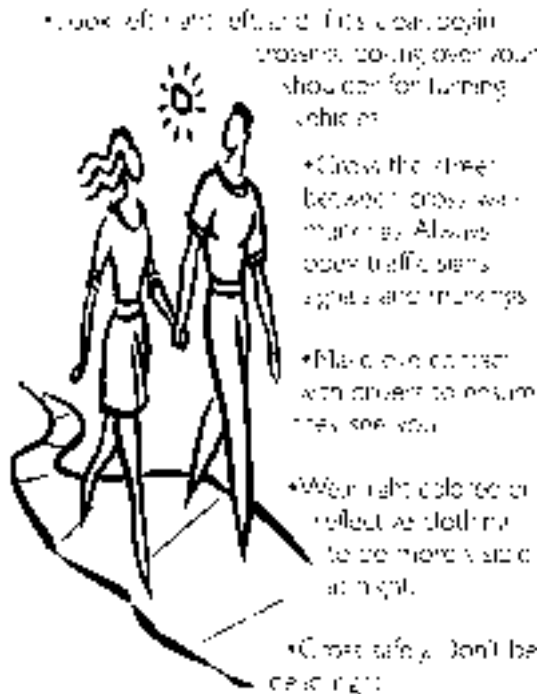
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Watch for Cars



- Look left and right and into your blind spots, looking over your shoulder for turning vehicles
- Cross the street between crosswalk markings. Always obey traffic signs, signals and turn of lights
- Make eye contact with drivers to ensure they see you
- Wear light colored or reflective clothing to be more visible at night
- Cross safely. Don't be carrying it

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Pedestrian Safety Coalition**
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