

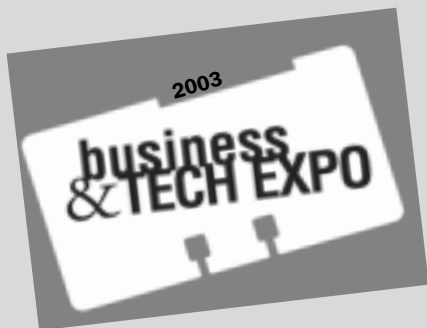


Doing Business Since 1926

# CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

## Member Alert!! Member Alert!! Member Alert!!



Snow Date for Business & Tech Expo set to be held at the

Hyatt Regency Bethesda on

**Monday, April 7, 2003**

Mark your calendar now and learn more

about this great event by going to [www.bccchamber.org](http://www.bccchamber.org).

## EVERYONE'S A WINNER!



Yes, you too can become a winner and join Steve Ferretti (Madison Design Group), Lawrence Kotchek (Print 1), Trish Kyle (Communication Group, Inc.), Lilliam Machado (Oppenheimer, Fleischer & Quiggle, P.C.), Ginger Remian (Lowe Enterprises), John Richardson (South Beach Restaurant) and Carol Trawick (Trawick & Associates) to win one of the many fabulous prizes donated by fellow Chamber members.

To become eligible to win, all you have to do is recruit one new Chamber member...that's all it takes — simple! For each new member that you bring in, your name will be put into a drawing. The first name drawn will have their choice of any prize on the list. Thereafter, members who bring in more than one new member will select a prize in order, based on the number of members recruited. Bottom line, everyone who recruits a new member will win a prize!

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- **Embassy Suites Chevy Chase Pavilion**, Complimentary Night at the Embassy Suites Chevy Chase Pavilion with a complimentary cooked-to-order breakfast and Manager's Reception for complimentary cocktails
- **La Miche**, Adam Tepper, Jason Tepper – \$50.00 Gift Certificate
- **Suzanne H. Kim, D.D.S.** – Complimentary Tooth Whitening Kit, Value: \$350.00
- **Café Deluxe**, Bo Marcus – \$50.00 Gift Certificate
- **Acupuncture for Health & Healing**, Christy Bryant Bumanis, L.Ac., Dipl.Ac. – One free acupuncture treatment
- **Bethesda Marroitt Hotel**, Katrin Raptakis – Friday Night Stay
- **Creative Parties Ltd.**, Tracy Bloom – Personalized Stationery from Embossed Graphics
- **Chevy Chase Cars, Inc.**, John Bowis – Bethany Beach Weekend Get-A-Way
- **Dave & Busters**, Chris Ahern – \$50.00 Gift Certificate
- **Enterprise Rent-A-Car**, Brian Smith – Weekend Rental of a Specialty Vehicle

continued on p. 10

## From the President



Lilliam L. Machado,  
Oppenheimer,  
Fleischer & Quiggle

I know that everyone shares my disappointment over the need to reschedule last month's Business & Tech Expo due to the blizzard. The Committee and staff worked so hard to be ready for February 18th despite the obstacles. I do not know how they did it, but the entire staff was in the office on the day before the Expo taking care of last minute details and answering the phone calls of concerned exhibitors. I could not get out of my driveway, much less to the Chamber office. Please join me in thanking Ginanne, Margery, Holly and Gloria for all that they do to support the membership and to promote all of our businesses through events like the Expo. Our Chamber would not be the same without their tireless and professional dedication.

As reported by Ron Resh, our public affairs consultant, in this month's issue of ChamberNews, the Chamber leadership has met with the County Executive and members of the County Council in recent

weeks to discuss the Chamber's legislative agenda and other issues that affect the business climate in Bethesda and Chevy Chase. I want to share with you that nearly all of our public officials have listened very carefully to our concerns and are willing to work hard to ensure the continued economic success of Bethesda and Chevy Chase. Ironically, the budget pressures created by falling tax revenue will force public officials to do what they can to preserve the economic vitality of our area and the tax dollars we contribute to County coffers for important services. Please continue to help us identify the concerns that face our community and your businesses everyday so we can share them with elected officials. The best way to garner their assistance is to bring specific issues to their attention along with proposed solutions. If you think, for example, that outdoor café seating will help your business but have encountered difficulty in obtaining permission to do, let us know. We have talked to the County Council, the Planning Board and others at length about this issue in recent months because one member shared his frustration on the matter with me last year. As a result, there appears to be a new willingness on the part of the County to work find a workable solution. I know that there are probably lots of other examples of the little struggles that you encounter everyday in your business. Do not try to fix them alone. There is strength in numbers and that is what the Chamber is all about.

Part of this Chamber's strength and clout comes from its extraordinary board of directors. In the coming weeks, you will be hearing more the upcoming board elections. Please consider whether you or someone you know would be a good candidate for the board. As explained within, we are accepting board nominations from the membership through March 21, 2003. While an honor to be on the board, it also carries a significant responsibility to the membership. You are expected to attend member events on a regular basis, share your talent, time and ideas, recruit new members and help us ensure that existing members find value in their membership. It is a big job and I will not sugarcoat it. You will, however, find it immensely rewarding. If you are unsure about whether a board position is right for you, call me or any other member of the board to learn more. Regardless of whether you think the board is right for you, committee chairs and active members are encouraged to let their interest in leadership be known.

### Chamber Officers

#### President

Lilliam L. Machado, *Oppenheimer, Fleischer & Quiggle*

#### Immediate Past President

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

#### President-Elect

Tom Murphy, *EagleBank*

#### VP, Budget & Finance

Joseph Tanis, *Bonde Beebe*

#### 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*

Anne C. Martin, *Linowes and Blocher LLP*

John Bowis, *Chevy Chase Cars, Inc.*

Catherine Chapman Mosley, *Comcast*

Arthur R. Dwight, *The Gazette*

Jack Hauber, *Sandler Training Institute*

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*

Scott Reed, *The Magruder Companies*

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*

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

Director Emeritus – Walter Pennington,

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

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

### Chamber Staff

#### Executive Director

Ginanne M. Italiano: [gitaliano@bccchamber.org](mailto:gitaliano@bccchamber.org)

#### Membership Director

Margery F. Shrinky: [mshrinky@bccchamber.org](mailto:mshrinky@bccchamber.org)

#### Events & Marketing Manager

Holly Persinger: [hpersinger@bccchamber.org](mailto:hpersinger@bccchamber.org)

#### Finance & Program Manager

Gloria Arnold: [garold@bccchamber.org](mailto:garold@bccchamber.org)

*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.*

## The Greater Bethesda-Chevy Chase Chamber of Commerce

### 2002-2003 Annual Corporate Sponsors

#### Chamber Gold Sponsors



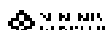
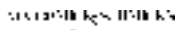
THE CHEVY CHASE LAND COMPANY  
OF MONTGOMERY COUNTY, MARYLAND  
ESTABLISHED 1890



#### Chamber Silver Sponsor



#### Chamber Corporate Sponsors



# Members in the News

**Aronson Capital Partners, LLC**, merger and acquisition advisors to the federal information technology and professional services industry, announced that it completed the sale of Remtech Services, Inc., to SCB Computer Technology, Inc. This transaction reflects a recent trend of information technology companies utilizing acquisitions to gain a foothold in the federal contracting industry.

**Lila Lewis, ComLink Telecommunications LLC** has moved to 8055 Leesburg Pike, Suite 602, Vienna, VA 22182. New telephone: 703-7345776, F: 703-734-5778.

**Atlantech Online**, a super-regional Internet Service Provider was recently awarded a contract to supply Internet access for Howard County Public Schools under the Federal E-Rate Program, which is a federally mandated program which provides affordable access to modern telecommunications services to several groups, including rural areas, low-income neighborhoods, and public and private schools and public libraries.

**Shulman, Rogers, Gandal, Pordy & Ecker, P.A.**, is pleased to announce the promotion of **Simon M. Nadler** to Shareholder and **Deborah L. Moran** to Of Counsel. Mr. Nadler is a shareholder in the firm's Corporate Department concentrating his practice on business transactions. Ms. Moran is Of Counsel to the firm's Commercial Litigation Department and her practice consists of commercial litigation. **Patrick J. Howley** has joined the firm as an associate to the firm's Trusts and Estate Department. Both attorneys have experience with fiduciary litigation.

The **Suburban Hospital Healthcare System** announces the appointment of **Gary G. Terrinoni** as Treasurer and Senior Vice President for Finance. Mr. Terrinoni joins Suburban with more than 20 years of experience in the healthcare financial industry. With 1,600 staff members, Suburban Hospital is the designated Emergency and Shock Trauma Center for Montgomery County. The hospital is affiliated with the National Institutes of Health and Johns Hopkins Medicine.

**CPAMoneyWatch.com** announces the kick-off of its third year as an online tax preparation leader, continuing as the only Washington, DC-area "IRS e-file Partner," an elite group of firms passing rigorous IRS review for listing on the IRS Web site for taxpayers. For more information, visit [www.CPAMoneyWatch.com](http://www.CPAMoneyWatch.com) or contact **Tony Cord** at [tcord@cpamoneywatch.com](mailto:tcord@cpamoneywatch.com).

**The Foundation for International Arts and Education (FIAE)**, is seeking volunteers from the Greater Washington area to participate in the Community Connections program. Volunteers are needed to house visitors (1-2 per home) from April 10-April 26. The participants of the program were selected by the U.S. Dept. of State Bureau of Educational and Cultural Affairs to take part in this government-sponsored train-

ing program, which concentrates on the peaceful co-existence of various multi-faith groups. For more information on becoming a home stay for a Kazakh guest, or if you have questions, please contact Kathie Guroff or Elena Romanova at 301-656-6102.

**Snyder, Cohn, Collyer, Hamilton & Associates, P.C.** recently celebrated its 75th Anniversary as one of the Washington, DC metropolitan area's leading certified public accounting firms with a cocktail party in honor of its clients and community. More than 300 guests, including public officials, business owners, community leaders and long-standing area residents, attended the party at Strathmore Arts Center. Among the attendees were numerous clients who had been with the firm for two, three, and even four decades.

**Long & Foster Real Estate, Inc.**, Bethesda Gateway announces that **Sharyn Goldman** and **Stephanie Walsh** were inducted into their "Kennel Club" in January with an elegant dinner at a local restaurant. Each month agents with three or more transactions earn a spot in the office "Top Dog Club." At the end of the year, agents who have been Top Dogs for at least 10 months that year earn a spot in the Kennel Club, receive a gold dog pin, and are feted to a formal, gourmet dinner at a private home or five star restaurant.

**EagleBank** has announced the promotion of three of its senior officers to the position of Executive Vice President. **Martha Foulon-Tonat** has been promoted to the position of Executive Vice President and Chief Lending Officer. **Wilmer L. Tinley, Jr.**, has been promoted to the position of Executive Vice President and Chief Financial Officer. Mr. Tinley has a total of almost 40 years of banking experience. **Susan G. Riel** has been promoted to the position of Executive Vice President and Chief Administration Officer. Mrs. Riel has a total of over 26 years of banking experience.

**Hospice Caring, Inc.** is offering a Care Giver Training for hospice volunteers March 11-13th. 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 caregiver 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-HOPE (4673).

Congratulations to **Vann Landscapes Limited**, which is celebrating its 15th year in business. As a residential landscape design, installation and maintenance company for properties within the Bethesda-Chevy Chase area, the company is offering celebratory specials to homeowners throughout the year. To find out more, contact Douglas Vann, President at (301) 530-7288.



*Eddie Snyder, Managing Partner of Snyder Cohn, reads a proclamation from Montgomery County Executive Douglas M. Duncan during the recent 75th Anniversary party, held at Strathmore Hall Arts Center.*



*Wilmer L. Tinley*



*Susan G. Riel*



*Martha Foulon-Tonat*

*Continued on page 10*

## Legislative Update

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### Focus on Chamber Issues

*By Ron Resh, Public Affairs Consultant*

Each year leaders of our Chamber meet individually with the County Executive and members of the County Council to discuss issues and priorities important to the Greater Bethesda-Chevy Chase region. Similar discussions take place with our elected officials in Annapolis. We are now in the midst of those meetings and discussions. A complete listing of the Chamber's issues and priorities appear in the September 2002 edition of the Chamber News, and on the Chamber's website at [www.bccchamber.org](http://www.bccchamber.org).

This year our efforts assume an even greater sense of urgency. Local and state officials in Maryland, like other jurisdictions throughout the country, are struggling to develop balanced budgets in the face of drastically reduced revenue and future economic uncertainty. Although it will be later in the spring before we learn the specific nature of state and county fiscal decisions, we do know that everything will be on the table, so to speak. No area or program will be immune from budget reductions. Similarly, a multitude of tax increase proposals, potentially affecting every segment of the community, will be under consideration.

Our message from the Chamber to elected officials is plain and simple. We urge them to hold the line on any budgetary cutbacks that would undermine the significant investment already made by government and the private sector in Bethesda-Chevy Chase. Transit programs, economic development incentives, public safety and quality of life issues should not be weakened. If anything, these areas should continue to receive full focus and attention. Their record of success and their future possibilities in Bethesda-Chevy Chase is and will remain a vital part of the County's overall economic well being.

## Success Stories

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*Alan Schlaifer — Heart Check*

### Chamber's Hot Fax Makes a Connection

Alan Schlaifer (Heart Check Washington DC) decided to take advantage of the Chamber's "Hot Fax" member benefit, resulting in a new client and peace of mind for a member. When David Dabney (Bethesda Urban Partnership) received via fax from the Chamber an offering of \$100.00 off a procedure at Heart Check, David made the most important decision of his life. With his family medical history he decided to have the entire package, Heart, Lung, Full Body Scan and Virtual Colonoscopy.

Everyone he came in contact with at Heart Check was helpful and very professional from start to finish, making David extremely comfortable. The technician was constantly talking with David throughout procedure and in 45 minutes, he was able to leave and drive himself home. A week later he received a package identical to the one forwarded to his personal physician that contained a doctor's report and images/pictures of the different procedures.

David and his family thank Heart Check Washington DC and the Chamber for working together to offer this great program. "I highly recommend Heart Check to those of you who have put off having these types of procedures done. I am glad that the findings were negative for me, but had they detected any problems, I was pleased that I had taken the necessary steps to get the appropriate help I would have needed." For more information, contact David Dabney at 301-215-6660, Alan Schlaifer at 202-467-0929 or contact Heart Check at 1-800-639-8378 or visit their website at [www.heartcheckamerica.com](http://www.heartcheckamerica.com).

## Bytes of Bethesda

### Is Your Web Site Driving Your Customers Away?

By Gayley Knight (Connecting Links), Member, Technology Resources Committee

The guru of usability, Dr. Jakob Nielsen, announces the top ten web design mistakes of 2002. Are you making any of them and driving customers away? Dr. Nielsen claims, "Every year brings new mistakes. As the Web grows, websites continue to come up with ways to annoy users.... [and cost] site owners business."

Our experience agrees with Dr. Nielsen's observations: making a site usable for the greatest potential customer base, means knowing how your site is being used, how it looks on many different monitors and browsers and how to translate your print material into successful online copy. Usability tips include:

- Letting your customers choose the font size. This is easy to do and shows respect for customer preferences.
- Text that works well in print material often does not work on the web. Draw your visitors in by allowing them to scan your message, clicking to more in-depth material. Giving information up front can be accomplished with a little work using such well-known techniques as: subheads, bulleted lists, high-lighted keywords, short paragraphs, and a simple writing style.
- Long web page addresses (more than 75 characters) stand a good chance of breaking the marketing chain.
- Users are becoming more and more savvy about spam email generated by giving correct addresses whenever asked. Your own usability testing will show when your target customer is willing to divulge their correct email. Dr. Nielsen says, "Provide an explicit privacy statement or an opt-in checkbox right next to the entry field. Otherwise, you have little hope of collecting email addresses other than mickey@mouse.com."

Usable and consistent design meets expectations. Read more about usable design at Dr. Nielsen's web site, <http://www.useit.com>. For more information, contact Gayley Knight of Connecting Links at [staff@conlinks.com](mailto:staff@conlinks.com) or go to [www.conlinks.com](http://www.conlinks.com)

"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.



## SAVE THE DATE

### The Greater Bethesda-Chevy Chase Chamber's 11th Annual Golf Classic

**Join us for golf in the sun and an evening of fun!**

Non-golfers cordially invited to join us for dinner and awards.

**Monday, May 19, 2003**

**Manor Country Club  
14901 Carrolton Road  
Rockville, Maryland**

For more information contact

Holly Persinger at [hpersinger@bccchamber.org](mailto:hpersinger@bccchamber.org) or call 301.652.4900

*To benefit Bethesda Cares, Inc.*



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

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**Administrative Services, Inc.**

4600 East-West Highway, Suite 900, Bethesda, MD 20814  
Lucy Pliskin, Deputy General Counsel  
Melvin B. Williams, V.P. Human Resources  
Helen B. Dortch, V.P. Finance

*Business Profile: Business support services including Human Resources, Accounting and Corporate Image.*

*Sponsor: Lilliam Machado, Oppenheimer, Fleischer & Quiggle, P.C.*

**T: 301-654-3903 F: 301-654-4021**

www.asiworks.com  
email: adminservices@asiworks.com

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**Cavalier Telephone**

7484 Candlewood Road, Suite T-W, Hanover, MD 21076  
Bruce Kanner, Sales Manager

*Business Profile: Cavalier Telephone provides local telephone service, LD, and Internet for small and mid-size businesses.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 410-694-4240 F: 410-694-4270**

www.cavtel.com  
email: bkanner@cavtel.com

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**Gallagher & Associates**

7735 Old Georgetown Road, Bethesda, MD 20814  
Patrick Gallagher, Principal

Terence Healy, Principal, Randy Anderson, Project Executive, Peta Thomas, Director of Finance

*Business Profile: Gallagher & Associates is a professional design services firm serving clients in the United States and abroad. Their in-house teams combine multiple disciplines to create superlative visitor experience through Museum Master Planning and Exhibition Design, Environmental Graphics and Wayfinding, and Corporate Identity and Print.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-656-7575 F: 301-656-5455**

www.gallagherdesign.com  
email: mcgallagherdesign.com

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**Gally Public Affairs, Inc.**

7239 Grinnell Drive, Rockville, MD 20855  
Eric Gally, President

*Business Profile: Full-service lobbying/public relations firm. Represents clients before the Maryland General Assembly and Montgomery County Council.*

*Sponsor: Holly Persinger, Events & Marketing Manager*

**T: 301-251-8710**

email: egally@comcast.net

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**Green Earth Consulting**

18537 Clovercrest Circle, Suite 1000 Olney, MD 20832  
Demetrius B. Robinson, CEO

*Business Profile: Green Earth Consulting is a solid waste management company working on the clients' behalf. Their goal is to reduce waste and recycling with no risk out-of-pocket cost to the client. Their fees are paid out of the savings they produce.*

*Sponsor: Margery Shrinsky Membership Director*

**T: 301-260-9595 F: 301-260-1405**

email: demetriusrobinson@yahoo.com

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**High-Tech Lock Company**

11160 Veirs Mill Road, Wheaton, MD 20902  
Barry L. Ritman, Director of Operations

*Business Profile: High-Tech Lock sells mechanical lock cylinders that double as access control systems. Retrofits into doors, drawers, padlocks and cabinets.*

*Sponsor: Holly Persinger, Events & Marketing Manager*

**T: 240-396-1016 F: 240-396-1016**

www.techno-mall.com  
email: mrtechlock@att.net

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**Hilb, Rogal & Hamilton Company of Metropolitan Washington**

800 King Farm Blvd., Suite 200, Rockville, MD 20850  
Mindy S. Linowes, Employee Benefits Producer

Richard Young, Chairman & CEO

John Wilson, President & COO

*Business Profile: As the 10th largest insurance broker in the world, HRH excels in assisting clients to manage their risks in areas of property and casualty and employee benefits.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-984-5900 F: 301-231-6543**

email: mindy.linowes@hrh.com

email: richard.young@hrh.com

email: john.wilson@hrh.com

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**Metropolitan Management Group**

7525 Old Georgetown Road, Bethesda, MD 20814  
Alan Emery, President

*Business Profile: A buying group for restaurants in the D.C. metropolitan area. Their goal is to work together with restaurants and vendors to achieve better pricing for non-chain restaurants.*

*Sponsor: John Richardson, South Beach Restaurant & Bar*

**T: 240-418-3980 F: 301-913-5886**

email: alan@unclejeds.com

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**Netspace**

13321 Hidden Valley Drive, Silver Spring, MD 20904  
Ken Hill, President

*Business Profile: Providing internet marketing services to businesses and associations in the DC Metropolitan area.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-896-9730 F: 301-879-1901**

www.netspacemc.com

email: ken.hill@netspacemc.com

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**New-Bold Enterprises, Inc.**

1700 Rockville Pike, Suite 200, Rockville, MD 20852  
Carin Lomax, Meeting Planner

*Business Profile: New-Bold is a consulting company with four divisions: Conference services, information technology, health science services and administrative support services.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-881-8580 F: 301-881-8591**

www.new-bold.com

email: lomax@new-bold.com

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**Peyton Hadley, Inc.**

4401 East-West Highway, Suite 305, Bethesda, MD 20814  
Chris Anderson, Executive Vice President

*Business Profile: Peyton Hadley is an outsourced sales solution for emerging technology companies, providing complete sales capabilities from lead generation, to presentation to close.*

*Sponsor: Holly Persinger, Events & Marketing Manager*

**T: 301-654-8101 F: 301-654-0458**

www.peytonhadley.com

email: canderson@paytonhadley.com

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**Portfolio Advisory Associates**

10222 River Road, Suite 205, Potomac, MD 20854  
Frank Angier, Principal

David Wendt, CPA

*Business Profile: Portfolio Advisory Associates designs and implements long term financial and investment planning strategies for individuals and small businesses, minimizing tax exposure by employing several tax allocation systems. Their wealth management system is internet based and provides a single access point to all finances.*

*Sponsor: Holly Persinger, Events & Marketing Manager*

**T: 301-299-1763 F: 301-299-5888**

www.portfolioadvisoryassociates.com

email: portfolioadvisoryassoc@erols.com

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**R.G.M. Graphics**

4350 East-West Highway, Suite 110, Bethesda, MD 20814  
Ed Wolpov, Director of New Business Development

*Business Profile: Pre-press services – file prep for printing including drum scanning; photo retouching; film output; press proofs; poster and display output; mounting and laminating; color copying, etc.*

*Sponsor: Steve Ferretti, Madison Design Group*

**T: 301-907-3895 F: 301-907-4797**

www.rgmgraphics.com

email: ed@rgmgraphics.com

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**SSI Consulting**

1616 Anderson Road, Suite 321, McLean, VA 22102  
Suzy Zgorski, Business Development Manager

*Business Profile: Specializing in Business Management Software-Accounting, Project Management, CRM, Human Resources, Membership Management and Fixed Assets software.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-370-4670 F: 410-944-3372**

www.ssiconsulting.com

email: szorski@ssiconsulting.com

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**Somerset Systems, Inc.**

6108 Maiden Lane, Bethesda, MD 20817  
Owen Mitz, President

*Business Profile: Friendly and reliable technology services for the small-to-medium size business and home office: computer sales, maintenance, networks, internet connections, office equipment and supplies.*

*Sponsor: Lawrence Kotchek, Print 1*

**T: 301-320-7743 F: 301-320-3161**

www.somerset.net

email: coc@somerset.net



## We Need Your Help!

To avoid long lines and to assist monthly events hosts to be better prepared... PLEASE pre-register for all events.



## Calendar Check

## Upcoming Events

**Wednesday, March 5, 12:00-1:30pm**

**Monthly Member Lunch**

*Sponsored by Suzanne Kim D.D.S. @ Tragara Ristorante (4935 Cordell Avenue, Bethesda, MD)*

**Tuesday, March 11, 5:30-7:00pm**

**Business After Hours**

*Sponsored by EagleBank @ Maggiano's Little Italy (5333 Wisconsin Avenue, NW, Washington, DC )*

**Tuesday, March 18, 7:15-9:00am**

**Power Networking Breakfast**

*Sponsored by CTP Travel @ Four Points by Sheraton Bethesda (8400 Wisconsin Avenue, Bethesda, MD)*

**Thursday, March 20, 8:00-9:30am**

**Smart Business Seminar, "Make Your Website Work for You"**

*Presented by Rob Judge, Vansam Software, Inc. @ The Chamber Office (7910 Woodmont Avenue, Bethesda, MD)*

See "Events Calendar" for registration fees and RSVP deadlines. Fax registration forms to the Chamber Office or register Online at [www.bccchamber.org](http://www.bccchamber.org). For more information on the events, contact Holly Persinger at the Chamber at 301-652-4900 or at [hpersinger@bccchamber.org](mailto:hpersinger@bccchamber.org).

## Welcome New Members – Continued from page 7

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### SportsFan Magazine

4948 St. Elmo Avenue, Suite 208, Bethesda, MD 02814

James Patterson, Publisher

*Business Profile: A print publication by and about Washington DC sports fans. Circulation, 80,000 and growing in the DC area.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-986-7901 F: 301-986-9525**

[www.sportsfanmagazine.com](http://www.sportsfanmagazine.com)

email: [jimmy@sportsfanmagazine.com](mailto:jimmy@sportsfanmagazine.com)

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### The Sumner Room

4701 Sangamore Road, Suite L-4, Bethesda, MD 20816

Steve Twyman, Sumner Room Manager

*Business Profile: With 1,200 square feet, The Sumner Room is ideal for business meetings, workshops, trainings, parties and social gatherings. "The Sumner Room," an affordable meeting facility.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-229-1935 F: 301-229-4645**

[www.scanmiller.com/sumnerroom](http://www.scanmiller.com/sumnerroom)

email: [stwyman@scanmiller.com](mailto:stwyman@scanmiller.com)

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### Sunbelt Business Brokers

7735 Old Georgetown Road, Bethesda, MD 20814

Majid Zarinbaksh, ECO

*Business Profile: We are the number one business brokers in the world. We confidentially buy and sell businesses, mergers and acquisitions, financing and business evaluation.*

*Sponsor: Margery Shrinsky, Membership Director*

**T: 301-215-9288 F: 301-896-0776**

[www.sunbeltnetwork.com](http://www.sunbeltnetwork.com)

email: [majid@sunbeltnetwork.com](mailto:majid@sunbeltnetwork.com)



## **“Keep Connected Forums” Coming Your Way!**

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- **Hear from the Chamber Leadership on new and exciting programs and activities!**
- **Voice your suggestions and concerns to make the Chamber and the BCC area even better!**
- **Meet future business contacts!**

In an effort to keep the Chamber’s membership up-to-date on important issues and programs, as well as to receive feedback on how the Chamber can better serve its members, the Greater Bethesda-Chevy Chase Chamber of Commerce will be conducting three new “Keep Connected Membership Forums.”

Choose a location or date that works for you and set your calendar now:

### **Chevy Chase / Friendship Heights**

**Wednesday, March 26, 2003, 8:00 a.m. – 9:00 a.m.**

Embassy Suites at Chevy Chase Pavilion, 4300 Military Road, NW, Washington, DC

*Red Line – Friendship Heights Metro Stop*

### **North Bethesda/White Flint**

**Monday, March 31, 2003, 5:30 p.m. – 6:30 p.m. (networking immediately afterwards)**

Dave & Busters at White Flint, 11301 Rockville Pike, Rockville, MD

*Red Line – White Flint Metro Stop*

### **Bethesda**

**Thursday, April 10, 2003, 8:00 a.m. – 9:00 a.m.**

Round House Theatre, Corner of East-West Highway and Waverly

*Red Line – Bethesda Metro Stop*

Be on the lookout for an invitation to your “Keep Connected Membership Forums.” For more information, contact Margery Shrinsky at 301-652-4900 x200, [mshrinsky@bccchamber.org](mailto:mshrinsky@bccchamber.org) or go to [www.bccchamber.org](http://www.bccchamber.org) and click on “Membership.”

## **Ask and You Shall Receive!**

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At a recent Goodwill Dinner Committee “wrap-up” meeting, Goodwill Dinner Co-Chairs Ben and Sue King asked Rebecca Harviston of Bethesda Cares, if there were any pressing needs of Bethesda Cares and their clients, besides the need to find a new temporary location beginning in August 2003. Rebecca Harviston responded that many of the homeless do not have enough blankets and this winter they were caught off guard with so many freezing nights and snowstorms. At that meeting, Chamber Director Phil Tufano of Bethesda Hyatt Regency, immediately stated that he would check with the Hyatt’s housekeeping department to see if they had any additional blankets. Special thanks to Phil Tufano (Bethesda Hyatt Regency) and Gloria Freihage (American Inn of Bethesda) for donating a total of 130 blankets to Bethesda Cares within 24 hours of the request. And, as usual, special thanks to the Bethesda Urban Partnership for picking up and delivering those blankets. What a great community!



## Members in the News – continued from page 3

### Arts and Entertainment

**Create Arts Center** located at 6831 Wisconsin Avenue in Bethesda, announces the creation of “Studio Downstairs, A Special Adult Project,” which welcomes a diversity of people, artistic levels, styles, and ideas, and where freedom of expression is encouraged. If you are over 18 years old, want to meet new people, learn new skills, experience the challenge and satisfaction of creating things with your own hands and feel better about yourself and your relations, this may be for you. For more information contact 301-652-ARTS (2787).

Playing now through March 23 at **Imagination Stage** White Flint is “Cinderella Eats Rice and Beans: A Salsa Fairytale.” Performances are on Saturdays and Sundays at 12:30 & 3:00 p.m. For information, call Imagination Stage box office at 301-881-5106 or visit their website at [www.ImaginationStage.org](http://www.ImaginationStage.org).

**Round House Theatre** has opened a flexible-use performance space in the heart of downtown Silver Spring at 8641 Colesville Road. With seating for 100-150 people, this new theatre will offer professional productions, education and outreach programs, and a variety of other performances. The first performance in the new theatre will be the culmination of this year’s Sarah Play Project, a mentorship program for high school students. **THE DIVINERS** by Jim Leonard Jr., a play produced, directed, designed, and acted by teenagers, will play March 14-16 and 23-23. For more information call 240-644-1100 or visit [www.roundhousetheatre.org](http://www.roundhousetheatre.org).

## Everyone’s a Winner! – continued from page 1

- **Hamburger Hamlet**, Patty Hunt – *\$50.00 Gift Certificate*
- **Lansdown’s Resort**, Laurie Knightlighter – *His & Her Package for Two Nights deluxe accommodations for two people for two nights, one round of golf for one each day, one hour spa service each day, dinner and breakfast in Riverside Hearth for two each day.*
- **LOGOmotion**, Bob Safro – *Leather briefcase*
- **Marriott Suites Bethesda** – Katrin Raptakis – *Friday Night Stay*
- **New Hope Acupuncture** – Gabriele Louvis, M.Ac., L.Ac. - *Initial consultation and one free acupuncture treatment*
- **Outback Steakhouse**, Debra Larson – *Two \$20.00 Gift Certificates*
- **The Original Pancake House**, Jeff Bulman – *Two \$25.00 Gift Certificates*
- **Glenn Pearson Productions**, Glenn Pearson – *Two hour music performance*
- **Residence Inn by Marriott**, Roger Kruse – *Four complimentary suite certificates*
- **Rock Bottom Brewery**, Don Battista – *\$50.00 Gift Certificate*
- **South Beach Restaurant**, John Richardson – *\$25.00 Gift Certificate*
- **Tragara Ristorante**, Claude Amsellem – *\$50.00 Gift Certificate*
- **Hyatt Regency Bethesda**, Phil Tufano – *Hyatt Regency Chesapeake Bay Golf Resort, Spa & Marina Get-Away Weekend*

Who do you do business with on a daily basis who is not a Chamber member? Invite your prospect to a Chamber event. Your name will be placed into a special drawing to win a dinner for two at Hard Times Café, courtesy of Membership Recruitment Chair Jack Hauber, Sandler Training Institute. If you need membership information sent to your prospective member or information on upcoming Get Connected membership recruitment events, contact Margery Shrinsky, Membership Director at 301-652-4900 or [mshrinsky@bccchamber.org](mailto:mshrinsky@bccchamber.org).

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*"My experience on the Board has been extremely gratifying not only for my business, but personally. Board members can make a real contribution to this organization and to the community. I recommend it highly."*

*– John Fineran, Executive Vice President, Atlantech Online*

## **Your Input is Needed For New Chamber Leadership**

### **Board Nominations Due March 21st**

The Chamber seeks nominations for candidates for the Board of Directors. Chamber President Lilliam L. Machado (Oppenheimer, Fleischer & Quiggle, P.C.) has appointed President-Elect Thomas D. Murphy (EagleBank) to chair the nominating committee for the Board of Directors of the Chamber. The Board meets monthly to set policy for the Chamber. Directors are required to attend monthly meetings as well as to make membership, participation and financial commitments. Board member terms commence July 1, 2003. Nominations are accepted from the membership until March 21st. The Nominating Committee will then develop a slate of candidates to present to the President. For more information or to receive a nomination form, contact Ginanne Italiano at the Chamber at 301-652-4900 x203 or [gitaliano@bccchamber.org](mailto:gitaliano@bccchamber.org).



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