



1926 - 2006

Celebrating 80 Years of Excellence

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Celebrating 80 Years of Success at the Annual Installation & Awards Dinner

On Thursday, June 15, 2006, join us as we celebrate the Chamber's 80th birthday at the **Annual Installation & Awards Dinner!** Hundreds of the area's executive decision makers and government officials will meet at the Hyatt Regency Bethesda, from 6:00 p.m. to 9:00 p.m., for an evening of elegance, excitement and outstanding food.

At the **80th Annual Installation & Awards Dinner** we will honor the businesses and individuals that have demonstrated strong commitment to the community through their voluntary service. Additionally, the Chamber will install the 2006-2007 Board of Directors and incoming Chairman, Anne C. Martin (Linowes and Blocher LLP). Please visit www.bccchamber.org for more information.

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The B-CC Chamber Turns 80!

It's time to get out the party hats and streamers; The Greater Bethesda-Chevy Chase Chamber of Commerce is 80 years old! Since 1926 the Chamber has been a vital part of the area and today it forms the core of the Bethesda-Chevy Chase business community. The Chamber owes its success to the dedicated local business owners who contribute their time, not only to the Chamber, but to better the community as a whole.

The B-CC Chamber is the largest business organization in Montgomery County and it has greatly contributed to an improved business climate in the area. With over 950 members, the Chamber continues to provide businesses with networking opportunities, leadership on legislative and development issues, leads and referrals and so much more.

Today the Chamber's mission is clear: advance its member's growth and prosperity and provide increased opportunities and value for its membership. The Chamber advocates for and unites the business community, conveys business interests to policy-makers and advances the region's economic health.

Thank you to those businesses who have given the Chamber such a powerful voice for the past 80 years!

Letter From the Chair

As the Greater Bethesda-Chevy Chase Chamber begins its 80th year representing businesses like yours, it brings to mind the old saying “The more things change, the more they stay the same.” What was America like eighty years ago? The Washington Evening Star headlines from 1926 looked like this:



Chair,
Michele Horwitz Cornwell

- “The National Weather Bureau issued warnings of three large tropical storms building in the Caribbean. The warnings fell not on deaf, but uncomprehending ears.”
- “Lighting strikes destroys an ammunition depot in New Jersey.”

I can’t help but compare these with Hurricane Katrina and the West Virginia mining disaster, the latter of which was caused by a lightning strike.

So natural events don’t change, but people’s behavior certainly does, right?

The B-CC Chamber’s first President wrote a draft history during his term eighty years ago: “In May 1926, a plan was approved to create a Bethesda Fire Board and establish the Bethesda Fire Department, Inc.” Each resident who contributed \$1000 during the previous summer’s fundraiser could have a seat on the Board, as could each of the citizens associations. The Bank of Bethesda donated a parcel of land on Old Georgetown Road for a fire station later that year.

This small example, so local in scope, leads us to realize that people’s inclination to organize and assist each other for the greater good doesn’t change either.

Let’s enjoy each other’s company at the upcoming Golf Classic, and then let’s celebrate the eighty years of advocacy, resources, community service, membership development and services provided by our Chamber at the Installation Dinner in June. I look forward to seeing you there.

Chamber Officers

Chair

Michele Horwitz Cornwell, The Chevy Chase Land Co.

Immediate Past Chairman

John P. Chaplin, Robert A. Pumphrey Funeral Homes

Chair-Elect

Anne C. Martin, Linowes and Blocher, LLP

VP, Budget & Finance

Mark Edward, BDO Seidman, LLP

VP, Community Development and Education

Cindy Libby-Green, Premier Homecare

VP, Economic Development and Government Relations

Kevin Maloney, Maloney & Metz

VP, Marketing and Communications

Cliff Chiet, The Gazette

VP, Membership Development

Bhavesh Naik, AMBICA Training

VP, Member Services

Greg Hourigan, Hard Times Café

Counsel to the Board

Robert G. Brewer, Lerch, Early & Brewer, Chtd.

President

Ginanne M. Italiano

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Christina Renshaw, *Text Design, Inc.*

Demetrius Robinson, *Green Earth Consulting*

Suzanne Rosetti, *Chevy Chase Bank*

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Larry Thau, *CB Richard Ellis*

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David Dabney, Executive Director, *Bethesda Urban Partnership*

Ron Resh, Esq., Public Affairs Consultant

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Thomas D. Murphy, *EagleBank*

Lilliam Machado, *Furey, Doolan & Abell, LLP*

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

Chamber Staff

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Ginanne M. Italiano: gitaliano@bccchamber.org

Director of Operations

Gloria Arnold: garnold@bccchamber.org

Membership Director

Vickie L. Loria: vloria@bccchamber.org

Events Manager

Ann Marie Pinto: ampinto@bccchamber.org

Communications & Marketing Manager

Lauren Pomponio: lpomponio@bccchamber.org

Printing: Spectrum Printing & Graphics

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

Members in the News

• **Watkins, Meegan, Drury & Company, L.L.C. (Watkins Meegan)** has been chosen as one of the top 50 Best Places to Work in the Greater Washington, DC Metropolitan area by the *Washington Business Journal*. Watkins Meegan is part of an elite group of 50 top companies selected from a nomination pool of more than 200 area employers. With over 180 employees, the firm won the award in the large company category.

• Cheryl B. Hyder, MT CPA CFE CVA and senior forensic accountant in **Klausner Dubinsky + Associates'** Dispute Analysis Practice has been appointed to chair the Business Valuation & Litigation Support Services Committee of the Northern Chapter of the Virginia Society of CPAs. She has been a member of the Committee for two years. This committee aids in enhancing the skills and experience of CPAs and other professionals, who are involved in providing business valuation and litigation support services and to further professional and public awareness of the role of CPAs providing these services.

• **Martin•Schaffer, Inc.**, an advertising agency based in Bethesda, recently added Marligen Biosciences, Inc. to its growing client roster. The agency will create product advertising and collateral materials to help launch Marligen's new line of cutting-edge transcription factor assays.

• **Councilor, Buchanan & Mitchell, P.C. (CBM)** and eight other Montgomery County, Maryland businesses, recently provided scholarships to the Catholic Business Network of Montgomery County Foundation (CBN Foundation). The CBN Foundation sponsors an anonymous essay contest for eighth grade students planning to attend Catholic High Schools, and this year, awards were given to ten students totaling more than \$15,000.



Economic Indicator

Federal Procurement in Montgomery County: Fiscal Year 2003

by Contracting Agency

Contracting Agency	FY2003 Procurement	Percent of Total
Agriculture	\$8,603,995	0.2%
Broadcasting Board of Governors	\$3,186,751	0.1%
Commerce	\$183,625,298	3.8%
Consumer Product Safety Commission	\$3,131,365	0.1%
Corporation for National and Community Service	\$4,290,874	0.1%
Defense	\$1,209,662,519	24.9%
Education	\$213,569,357	4.4%
Energy	\$146,592,288	3.0%
Environmental Protection Agency	\$55,641,130	1.1%
Equal Employment Opportunity Commission	\$440,409	0.0%
Executive Office of the President	\$333,027	0.0%
Federal Emergency Management Agency	\$983,122	0.0%
General Services Administration	\$359,149,391	7.4%
Health and Human Services	\$2,022,963,272	41.7%
Homeland Security	\$70,086,220	1.4%
Housing and Urban Development	\$32,417,963	0.7%
Interior	\$102,100,137	2.1%
Justice	\$117,119,697	2.4%
Labor	\$38,332,190	0.8%
National Aeronautics and Space Administration	\$60,767,108	1.3%
National Labor Relations Board	\$95,786	0.0%
National Science Foundation	\$1,540,076	0.0%
Nuclear Regulatory Commission	\$32,934,723	0.7%
Securities and Exchange Commission	\$2,544,318	0.1%
Small Business Administration	\$237,290	0.0%
Smithsonian Institution	\$3,132,071	0.1%
Social Security Administration	\$13,144,804	-0.3%
State Department	\$51,239,591	1.1%
Transportation	\$42,286,139	0.9%
Treasury	\$48,702,441	1.0%
Veterans Affairs	\$53,001,691	1.1%
Montgomery County FY2003 Federal Procurement	\$4,855,565,435	100.0%

Source: Federal Procurement Data Center, General Services Administration
Montgomery County Department of Park and Planning, Research and Technology Center

Member-to-Member Discounts

Make sure you take advantage of your Member-to-Member Discounts this month! Here are some great ideas:

- Surprise mom on May 14 with cookies and you can get a 10% discount.
- Your favorite graduate will love a gift basket and you will love discounts up to 10%.
- Planning your backyard BBQ? Get up to 10% off your invitations and up to 15% off your ice cream cake!
- Have you begun your spring cleaning? See our Garbage Removal section and get up to \$20 off the cost of junk removal.



Chamber members can receive discounts like these every day. Through this exclusive program, members are encouraged to buy from other members to save money, increase visibility and promote new business. All member employees are entitled to enjoy this discount. For more information about this program, please contact Vickie Loria at vloria@bccchamber.org or 301.652.4900 X201.

THANK YOU...

April
Executive
Luncheon @
the Hyatt Regency
Bethesda
Presented by
Robert A.
Pumphrey
Funeral Homes

April
Wine Tasting
After Hours @
the Meritage
Restaurant
Presented by
the Technology
Resources
Committee

April
Procurement
Breakfast @
the Hyatt Regency
Bethesda
Presented by
Atlantech Online

Calendar Check

Friday, June 2nd - 8:00am to 10:00am **Greater Bethesda – Chevy Chase Real Estate Forecast**
Members have the opportunity to hear from real estate experts in our community as they provide brief overviews of future developments and those currently under construction in the Greater Bethesda-Chevy Chase area.

Location: Dave & Buster's – White Flint Mall, 3rd Floor, 11301 Rockville Pike, North Bethesda, MD

Wednesday, June 7th - Noon to 1:30pm **Monthly Member Lunch**

Enjoy this relaxed networking event at one of Bethesda's best spots for seafood!

Location: Steamers Seafood House – 4820 Auburn Avenue, Bethesda, MD

Thursday, June 15th - 6:00pm to 9:00pm **80th Annual Installation & Awards Dinner**

Join hundreds of the area's executive decision makers and government officials for an evening of elegance, excitement and outstanding food.

Location: Hyatt Regency Bethesda – One Bethesda Metro Center, Bethesda, MD

Tuesday, June 20th - 7:15am to 9:00am **Power Networking Breakfast**

Build your business network by making new contacts at this structured networking event. Don't forget to bring lots of business cards!

Location: Clarion Hotel – Bethesda Park, 8400 Wisconsin Avenue, Bethesda, MD

Friday, June 23rd - 8:00am to 9:00am **Quick Connect Meeting**

Learn more about your Chamber and ways to become involved.

Location: EagleBank Board Room at the Chamber office - 7910 Woodmont Avenue, Suite 1204, Bethesda, MD

Tuesday, June 27th - 5:30pm to 7:00pm **Business After Hours**

Stop by after work to enjoy food, drinks, and good company while making valuable business contacts.

Location: Tommy Joe's - 4714 Montgomery Lane, Bethesda, MD

Chamber Wine Tasting Success

A large crowd of Chamber members and guests enjoyed the soothing sounds of a three-piece ensemble as they networked, sampled different wines and enjoyed a variety of appetizers at the Meritage Restaurant on April 18th. Once again, the Chamber Wine Tasting was a huge success and one of the largest After Hours events. Thank you to our wonderful sponsors and to the Meritage Restaurant at the Bethesda North Marriott Hotel & Conference Center. Don't miss the next After Hours, which is Countywide, hosted by Chevy Chase Cars on Tuesday, May 9th, from 5:30 p.m. to 7:00 p.m.



Legislative Update

COUNTY BUDGET ISSUES

Each year our chamber testifies before the Montgomery County Council on items in the County Operating Budget that are of particular importance to the Greater Bethesda-Chevy Chase business community. When we testified last month on the FY 07 budget, a number of important new issues were addressed.

We made certain the Council understood that as residents, taxpayers, and business people, members of our chamber are interested in all aspects of the county budget. For emphasis, we stressed those matters that are our top priorities.

We assured the Council that we continue to enjoy close working relationships with our Greater Bethesda-Chevy partner organizations in the areas of public safety, education, economic development, transportation, and arts and humanities. We offered our total support for the programs, goals, operations and funding levels for these entities.

We commended the Council and the County Executive for agreeing to provide county funding for critical state

road projects for which state funding is not presently available. One of our key road projects, the intersection of Montrose Parkway and Route 355, would benefit from this decisive action. Also with respect to vehicular traffic, we urged the county to address as soon as possible the deteriorating condition of the streets in the Bethesda area.

We expressed continued support for transit programs and rider incentives. In this regard, we urged that funds be provided for the completion of a planned south entrance to the Bethesda Metro Station.

Our testimony on the budget was well received by the Council. On their part, a number of council members thanked our chamber for the help we give them on various issues, particularly transit and transportation, and for the support we provide to organizations and entities in the Bethesda-Chevy Chase area.



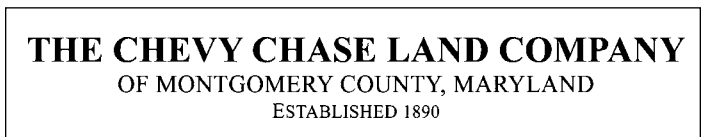
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The Chevy Chase Land Company is a development and property management company with a rich historic background. Senator Newlands founded the company in 1890, 114 years ago, and is responsible for naming the area Chevy Chase, after his homeland Cheviot Hills.

Today, The Chevy Chase Land Company owns and manages two million square feet of office buildings, retail space and warehouses throughout the Washington DC Metropolitan area, suburban Maryland and Richmond, Virginia. The company is deeply rooted in the community and its principals serve in active rolls for many different community organizations. Throughout the years, The Chevy Chase Land Company has made substantial monetary contributions to several worthy causes. For more information, visit www.cclandco.com or call 301.654.2690.



LaMiche
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Jason Tepper, Proprietor



CHAMPAGNE SUNDAY BRUNCH

from 11:30-2:00 PM

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Half-Price Wines by the bottle*

*Three Course
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301-493-4911
www.beyouspa.com
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The Bozzuto Group

Tom Baum
7850 Walker Drive
Suite 400
Greenbelt, MD 20770
301-220-0100
www.bozzuto.com
Referred by: Anne C. Martin, Linowes and
Blocher, LLP
BUILDERS/DEVELOPERS/CONTRACTORS

Chevy Chase Asset Management

John Ratnavale
6701 Democracy Blvd.
Suite 300
Bethesda, MD 20817
301-320-7967
www.chevyCHASEassetmgt.com
FINANCIAL INSTITUTION -
INVESTMENTS & SERVICES

Coaching Alliance Group

Paige Beyer & Susan Samakow
9812 Falls Rd.
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Potomac, MD 20854
301-760-7226
www.selftalkcoach.net
Referred by: Colin Pitcairn, Coretrait &
Lawrence Kotchek, Print 1
BUSINESS COACH

EagleBank – Chevy Chase Branch

Garry Tyran
7815 Woodmont Ave.
Bethesda, MD 20814
240-497-2083
www.eaglebankmd.com
Referred by: Deb Kahley, EagleBank
FINANCIAL SERVICES

Rainbow Hair Designers

Nomey Druskin
White Flint
11301 Rockville Pike
Kensington, MD 20895
301-881-9225
www.rainbowhair.com
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BEAUTY SALONS

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7239 Grinnell Drive
Rockville, MD 20855
301-251-8710
www.gallypublicaffairs.com
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301-951-7900
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Referred by: Kerry McClellan, The Gazette
ART GALLERIES

Interior Guardz Window Tinting, LLC

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301-807-3389
www.interiorguardz.com
Referred by: Jon Enten, Enten & Associates
WINDOW TREATMENTS

Nardos Ketsela, DDS, LLC

Dr. Nardos Ketsela
4405 East West Highway
Suite 208
Bethesda, MD 20814
301-656-7872
DENTISTS

Studio Beau's Art Photography

Lesley Frowick
9809 Montauk Ave.
Bethesda, MD 20817
301-530-6599
www.studiobeausartphotography.com
Referred by: Kerry McClellan, The Gazette
PHOTOGRAPHERS

True Wind Coaching, LLC

Adam Levithan
3065 S. Woodrow St.
Arlington, VA 22206
703-728-2067
www.atruewind.com
BUSINESS COACH

**Thank You to the Following Members
Who Renewed Their Membership in
February and March 2006!**

Accountable Mortgage LLC
American Home Mortgage
Art of Space, LLC
Bodin & Associates, LLC
Boston Properties
C3 Consulting, Inc.
Capitol Concierge, Inc.
Carlin, Bradshaw, Thomas
& Yeatman, LLP
Case Design/Remodeling,
Inc.
Coldwell Banker
Residential Brokerage
Coretrait

Cornerstone Financial
Partners, LLC
Edible Arrangements
Eskeez Design, Inc.
Friendship Heights
Transportation
Management
The Gifted Ideas
Hard Times Cafe
HarVest Bank of Maryland
Innovative Business
Interiors, Inc.
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Business Storytellers

Maier & Warner Public
Relations
Mid-Atlantic Sports Digest
Office Dimensions, Inc.
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Reico Kitchen & Bath
Rosemark Design Rebuild
Dan Rosetti
Royal Fitness & Nutrition
SBM Marketing LLC
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LLC



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The Greater Bethesda-Chevy Chase
Chamber of Commerce
7910 Woodmont Avenue, Suite 1204
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Kick Off Summer at the NextExec Happy Hour Beach Party

Sponsored by:



Join members of NextExec, The Greater B-CC Chamber's new young professionals group, for networking, complimentary appetizers and happy hour specials. Enjoy the beach theme and the weather outside on the patio of The Daily Grill on Wednesday, May 24th, from 5:30 p.m. to 7:00 p.m. \$10 for members, \$20 for guests. RSVP by May 22nd or the price increases by \$5. For more information or to register visit www.bccchamber.org.



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