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CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Join the Gold Circle Membership Campaign

The Greater Bethesda-Chevy Chase Chamber of Commerce is the largest, fastest growing Chamber in Montgomery County. What makes our Chamber an effective organization for its members? The answer is the quality and number of members. The more members the Chamber has, the more powerful a legislative and economic development representative it can be for the membership. The more members, the more we all benefit in terms of networking and business opportunities. The larger the chamber, the more we can give back to the community and the less fortunate.

After an outstanding membership drive last year resulting in 125 new members, the Chamber has once again asked outside consultant Terry Kinser, Chamber Services, to spearhead our "Gold Circle Membership Campaign," Tuesday, September 28, Wednesday, September 29, and Thursday, September 30. Travel Awards can be won—good for airline tickets, accommodations, rental cars and more! You are being asked to participate by coming to the Chamber with your Rolodex and make calls for three hours on one of those three days. Two shifts are available: 8:30 am – 11:30 am, and 1:30 – 4:30 pm.

Gloria Freihage, American Inn of Bethesda is graciously providing accommodations for our cheerleader, Terry Kinser, **Potomac Village Deli** will be on hand each day to provide ongoing sustenance to keep the teams energy levels up, and **Sprint PCS** will provide the cell phones —continuously charged and "ready to go." Please join me in thanking our **Gold Circle Sponsors** for providing these services.

Remember that the quality of any chamber is a function of both number AND the quality of its members. This campaign will increase the number of members. And best of all, you will be calling people you know...clients, suppliers, associates and friends you do business with on a daily basis. Thus, since the source of the new members will be referrals from existing members in this membership campaign, then obviously the quality of the membership goes up as well.

Call Margery Shrinsky 301-652-4900 or email mshrinsky@bccchamber.org to become a part of the "Gold Circle Membership Campaign." In addition to helping the Chamber grow its membership, you can network, enjoy great food and just have fun!



AMERICAN INN
of Bethesda



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Member-to-Member Benefit Program Exceeds Expectations

With over 100 Chamber businesses participating in the Member-to-Member Benefit Program offering various discounts and benefits, the program has grown for YOU to take advantage of. From accountants to web developers and everything in between, the member-to-member benefit program provides all employees of the Chamber companies' excellent discounts and benefits and, at the same time, generates more business for member participants.

The BCC B2B list can be found on the Chamber's website in the Membership Section. The list is also distributed at all Chamber events, as well as in the Chamber office. For more information about how you can become a part of this program contact Margery Shrinsky in the Chamber office or mshrinsky@bccchamber.org.

Don't Throw the Inserts Away!

Due to size limitations and the growing list of new members, the "Welcome New Members" article can be found as an insert within this newsletter! Make sure to take it out and place it into your Membership Directory and Guide. For more information on new members, or if you would like to participate in the Chamber's Gold Circle Membership Campaign, contact Margery Shrinsky at 301-652-4900 x201.

From the Chairman's Desk



John P. Chaplin, Chairman

Dear Chamber Members:

July and August have come and gone faster than a summer breeze! While some of you have been vacationing, your Chamber Board has been hard at work.

The Chamber Board met for their annual retreat to put the finishing touches on the coming year. We had an excellent turnout for our after hours at Tommy Joe's in July and Austin Grill in August. Thank you to our sponsors for these events Montgomery County Hospice and Robert A. Pumphrey Funeral Homes, respectively.

The networking breakfast was equally well attended many new faces and new members. Thank you to the Holiday Inn Select for hosting and Polaris One for being the sponsor. We also had a monthly member lunch that completely filled Café Europa. Thank you to The Children's Inn at NIH for sponsorship of the lunch. Anne Martin, VP Economic Development and Government Affairs, and Board Member Kevin Maloney hosted two bus trips to Arlington, VA, to see how they incorporated business, residential and community amenities into their development plans. County Officials as well as Chamber members were in attendance. Thank you to Chris Renshaw, Kevin Hanlon, Suzanne Kim, DDS, Randy Schools, Peter Ensign and Carol Stemple, RN, for being sponsors of the Big Train Game in July. The game was called in the second inning because Mother Nature was not kind to us.

Make plans to attend all the upcoming events in September listed on the Events Calendar insert in this month's newsletter. Our Annual Legislative Reception will be held October 6, at Imagination Stage. Please plan to attend as our County Officials would like to hear from you. Also, save the date for CELEBRATE: business and the community – Then and Now on November 10. Suzanne Rosetti, VP Membership Development and her committee are planning a wonderful evening.

In this issue of the Chamber News Ron Resh, the Chamber's Public Affairs Consultant, has updated us on all the legislation that will be voted upon this fall. Ron does a great job presenting our issues and concerns to County and State Officials.

The success of this Chamber depends on you the membership. We have many programs, services and events that appeal to all of our membership. Come to an event, sponsor an event, or new member; by doing so we will remain the oldest, largest and fastest growing Chamber in Montgomery County.

John P. Chaplin
Chairman

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Chairman

John P. Chaplin, Robert A. Pumphrey Funeral Homes

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Suzanne Rosetti, Chevy Chase Bank

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Jack Alexander, *AMR Commercial Real Estate*

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Design and Production: Text Design, Inc.

Printing: Spectrum McBride's 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

Snyder, Cohn, Collyer, Hamilton & Associates, P.C., is pleased to welcome the following associates. **Chris Bush** joins the Pension Department as an analyst. **Heather Hamilton** joins the Administrative team as an Operations Specialist, **Andrea Jones** and **Helen Buckley** join the Outsourced Accounting Division both as Small Business Specialists, and **Linda Winkler, CPA**, as a year-round supervising senior.

Studio Nuovo, LLC has relocated to new offices at 8120 Woodmont Avenue, Suite 215, Bethesda. New PH: 301-215-7146, Fax: 301-215-9801.

Mid-Atlantic Federal Credit Union awarded two college scholarships. Ian Glasgow is a college-bound YES (Young Executive Students) member. He will head into his freshman year at St. Mary's College of Maryland with a \$2,000 scholarship. Bert Tondo from Gaithersburg will receive a \$2,000 Next Wave Club scholarship to Catholic University. The YES scholarship contest is available to graduating high school seniors who are members of the YES Program and the Next Wave Club scholarship is available to Next Wave Club members attending college. For more information about either program, visit our website at www.mafcu.org or call 301-921-3500 or 800-95-MAFCU.

Happy 80th birthday to long-time Chamber member **Joe Scopin, Scopin Brothers**.

The National Center for Children and Families (NCCF) presented the Greater Bethesda-Chevy Chase Chamber of Commerce with a plaque in recognition for "supporting the NCCF which enables them to continue their work in the community." Through the Chamber's support, it was possible for them to upgrade their facilities and continue to meet the challenging needs of their children and families in their community. The White Volunteer and Training Center and grand re-opening of the Greentree Shelter will take place this fall.

Round House Theatre announces 2004/2005 season which features a World Premiere, four DC Area Premieres, a Tony nominated musical and Round House holiday favorite. The production schedule will be split between the beautiful Round House Theatre Bethesda and the intimate performance space of Round House Theatre Silver Spring.

LIVING OUT - DC Area Premiere begins September-October 10 at the Round House Theatre Bethesda. For ticket information and schedule contact 240-644-1100 or www.roundhousetheatre.org.

The Arts and Humanities Council of Montgomery County has moved to 801 Ellsworth Drive, Silver Spring. New PH: 301-565-3805, Fax: 301-565-3809.

Plans are underway for **EagleBank** to open a District of Columbia Regional Office and its third branch in Washington, DC at 1425 K Street, NW. Bank management recently signed a lease with Blake Real Estate Corp. for a 5200 sq.ft. space that will become the bank's DC Regional Office. Pending regulatory approval, the office will open in December 2004.

Susan M. Euteneur, Litigation Associate at **Hodes, Ulman, Pessin & Katz, P.A.**, has been chosen to receive the Maryland State Bar Association *Pro Bono Award for the Young Lawyers Section for Service* in 2003. The Pro Bono Service Award honor outstanding attorneys and non-attorneys who have made a significant contribution to the delivery of pro bono civil legal services to Maryland's poor, through litigation, legal or legislative advocacy, or other means that extend needed legal services to low-income persons. Ms. Euteneur provided over 100 hours of pro bono services in 2003 and continues her pro bono efforts.

Tempchin & Bowers, LLC is pleased to announce that **Noura Elkatiib** has joined the company as a staff accountant.

Shawn H. Miller, CPA, Audit Manager of Gelman, Rosenberg & Freedman, CPAs was designated a "certified fraud examiner" (CFE) by the Association of Certified Fraud Examiners (ACFE). To earn this status, Mr. Miller had to pass the CFE Examination, which tests professionals' knowledge of financial transactions, the legal elements of fraud, criminology and ethics, and fraud investigation. CFEs are responsible for resolving a wide range of allegations of fraud and white-collar crime and are credited with the expertise to obtain evidence; take statements and write reports; testify to findings; and assist in all aspects of detecting and preventing crime.

Bethesda-based marketing communications firm **Frost Miller Group** has been retained by UK-based Warrington Fire Research Group to handle its public relations throughout North America. The fire-safety company seeks to increase its name-recognition among North American exporters of construction- and marine-related products.

Aronson Capital Partners, LLC, (ACP) merger and acquisition advisors to the defense and government services industry, announced that it completed the sale of McNeil Technologies, Inc. to The Veritas Capital Fund II, L.P. (Veritas Capital"). ACP served as the exclusive advisor and initiated the structured this transaction on behalf of McNeil.

Call **University of Phoenix** to schedule a Lunch & Learn for your facility. The University of Phoenix will provide complimentary pizza or sandwiches for employees during lunch hours. A representative will be available to answer questions, enroll students, and explain eligibility and transfer of previously earned college credits. For more information call Virginia Pace, Corporate Education Liaison, 240-997-5527 or email: ginja.pace@phoenix.edu.

YMCA Bethesda Youth Services has been awarded a \$18,400 Community Service Grant by the Montgomery County Department of Health and Human Services. The funding will go toward the purchase of computer equipment for a computer lab to serve teens at the newly opened YMC site in Silver Spring's Rosemary Hills community.



Shawn H. Miller, CPA

Legislative Update

Annual Legislative Reception—Meet Your Representatives



“Ron Resh, Esq., Councilmember Howie Denis, and Chamber board member Kevin Maloney stop for a picture at the 2003 Legislative Reception.”

The Greater Bethesda–Chevy Chase Chamber of Commerce will be hosting the 2004 legislative agenda on Wednesday, October 6, 2004, at Imagination Stage from 6:00–8:00 P.M. at our Annual Legislative Reception. The cost is \$50 for members and \$60 for non-members, which includes a hors d’oeuvres, wine and beer.

Invited guests include the Governor and Lieutenant Governor for the State of Maryland, Secretary and Assistant Secretary of Economic Development for the State of Maryland, Montgomery County Delegation to the Maryland General Assembly as well as County Executive and County Council members, members of the Montgomery County Office of Economic Development, Montgomery County Department of Transportation, Chief of Police and the Fire Chief. The chamber feels this is a great opportunity to meet with the region’s elected and appointed officials and learn about the priorities of the business community for the upcoming year.

There are currently a few sponsorships still available for the Legislative Reception, but they are going fast. If you have any questions about sponsorship or attending the Legis-

lative Reception, please contact Scott Scholz at sscholz@bccchamber.org or 301-652-4900. We look forward to seeing you at this important annual event.

Calendar Check

See “Events Calendar” for registration fees and RSVP deadlines.

Fax registration forms to the Chamber Office at 301-657-1973 or register online at www.bccchamber.org. For more information on the events, contact staff at the Chamber at 301-652-4900 or at staff@bccchamber.org.

Calendar Check

Wednesday, September 1, 2004, 7:30 am to 9:00 am **Membership Campaign Kick-off!**
Holiday Inn Select Bethesda, 8120 Wisconsin Avenue, Bethesda, MD

Wednesday, September 8, 2004, 12:00 noon to 1:30 pm **Monthly Member Lunch**
Sponsored by The Chevy Chase Land Company @ Meiwah Restaurant, 4457 Willard Avenue, Chevy Chase, MD
Parking Available under the building

Tuesday, September 14, 2004, 5:30 pm to 7:00 pm **Monthly After Hours**
Sponsored by Complementi Gift Baskets @ Avalon at Rock Spring, 6425 Rock Forest Drive, Bethesda, MD

Tuesday, September 21, 2004, 7:15 am to 9:00 am **Power Networking Breakfast**
Sponsored by the Washington Business Journal @ McCormick & Schmick’s Seafood Restaurant, Two Metro Center, 7401 Woodmont Avenue, Bethesda, MD.
Seating is limited to the first 60 registered attendees – walk-ins are not guaranteed seating

Thursday, September 23, 2004, 8:00 am to 9:30 am **Monthly Member Seminar**
“Business Killers: What every business owner MUST be aware of” Presented by Chris Connors, The Washington Group. In the SunTrust Board Room at the Chamber, 7910 Woodmont Ave., Suite 1204, Bethesda, MD

Wednesday, October 6, 2004, 6:00 pm to 8:00 pm **Legislative Reception**
Imagination Stage, 4908 Auburn Avenue, Bethesda, MD

Thursday, October 14, 2004, 5:30 pm to 7:00 pm **Business After Hours/Beer Tasting**
Sponsored by Technology Resource Committee and Altronics Communications, Newman Systems, Inc., PMI Technologies, Shulman, Rogers, Gandal, Pordy & Ecker, P.A., Vansam Software, Inc. @ Hard Times Cafe, 4922 Del Ray Avenue, Bethesda, MD



Thank you to the July and August Event Hosts and Sponsors. These events could not have been so successful without their generous support!

Event	Host	Sponsor
July Monthly Member Lunch	Café Europa	The Children’s Inn at NIH
July After Hours	Tommy Joes Restaurant	Montgomery Hospice Foundation
July Power Networking Breakfast	Holiday Inn Select Bethesda	Polaris One
August After Hours	Austin Grill	Robert A. Pumphrey Funeral Homes

Web Technologies— Not Only Marketing and Sales

By John T. Adams, VP of Development Services, Phoenix TS

The web is widely understood to be THE marketing and sales avenue of the early twenty first century. Businesses of all size are capitalizing on the global presence it offers for a relatively small investment. The power of the web extends far beyond the boundaries of flashy marketing designs. Large organizations have long used the Internet to increase productivity by streamlining their internal processes. Historically, the technology to do this was very costly, with database management systems that can cost \$50,000 – \$100,000. The good news is that now we have free “open source” technologies that allow virtually any business to build integrated web solutions.

What do these technologies allow you to do? In a nutshell, streamline processes to eliminate errors and save money. Consider the following sales process. A sales person makes a sale and fills out the company order form. The form is then faxed back to the home office, where the accounting clerk enters the information in the billing system, the warehouse enters the shipping information into the tracking system, and the order is sent, billed, and tracked. Except that accounting mis-entered the sale as 1000 units instead of 100 and warehousing misread the smudged copy of the order and sends 180 instead of 100. Now we have a real mess. Let’s back up and have the sales person sign on to a secure web page and enter the order. Once the order is entered, an e-mail is automatically generated to both accounting and the warehouse. Both departments look at the original order – no re-typing, no bad copies, no mistakes. While we are at it, let’s send a personalized thank you e-mail to the customer, and let them know the order has been received, and shipped. One data entry point, and smooth operations; No fuss, no mess. Now that we have our customer data in a centralized system, we can send personalized e-mails that are customized based on the amount of business they are doing.

This is just the tip of the iceberg. With databases, the web, and a little imagination, the sky is the limit.

For more information on this topic, please contact Andrew Silver, Director of Commercial Services with Pheonix TS at Andrew.Silver@phoenixts.com.

Do You Want To Reach An Untapped Market?

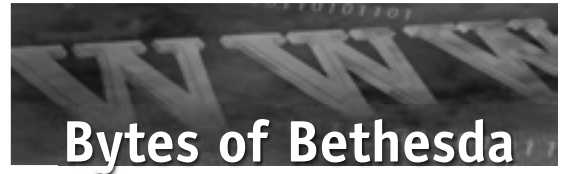
Do you offer an “early bird discount”, free valet parking, a reduced senior rate for your service or product, or a “two for one”? Do you want to reach the “over 55” community with money and the time to spend it?

The Senior Focus Committee wants to help. They will promote your offer / special or discount for the active senior community in our area at no cost to you. A new discount flyer will be distributed starting in October to area seniors through a variety of avenues including senior movies, senior retirement homes, and events geared towards the active senior community.

Inserted in this newsletter is the form needed to list your offer to be included in the free promotional piece that will be distributed to over 1,000 seniors in the upcoming months. For more information, please contact Gloria Arnold at the Chamber office at 301-652-4000 ext 200.

Big Train Celebrates Homer!

B-CC Chamber Family Night at Big Train was a great success in spite of the weather! Chamber members, family and fans joined the evening’s sponsors to celebrate baseball, fun, and Big Train’s mascot, Homer’s birthday. Some of Homer’s mascot friends joined the fun and festivities as sponsors **Dr. Suzanne Kim DDS, Randy Schools (NIH-NOAA), Peter Ensign, (Elite Personnel), Kevin Hanlon, (Guernsey Office Products), Chris Renshaw, (Text Design), and Carol Stemple, (Lifework, Inc.)** threw out the first pitches and Chamber member **Jonathan West (PrePaid Legal)** sang the national anthem. Six hundred and sixty fans showed up to help Homer celebrate. Also, young fans had a chance to race around the bases before the game and each received a piece of Homer’s birthday cake as a reward. Thanks to the game night sponsors, and the design specialists at **Text Design, Inc.**, each young fan received an original issue autographed Homer baseball card.



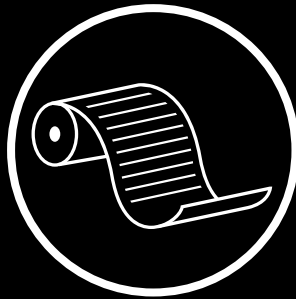
“Bytes of Bethesda” is a service of the Chamber’s Technology Resources Committee, which invites members with an interest in current technology trends to join and participate in the committee, which meets the first Thursday of every month in the Chamber’s Board Room. Members are also invited to write technology-related articles for the ChamberNews’ “Bytes of Bethesda” column.



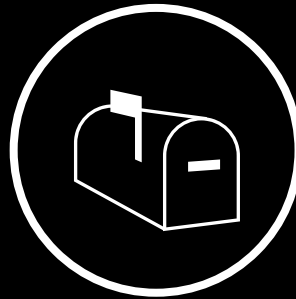
Chamber members celebrate with Homer and friends.



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Monthly Member Seminar



Business Killers: What Every Business Should be Aware of!

Presented by Chris Connors, The Washington Group

“Business Killers” is a series of six short real life business scenarios, owners face every day. These issues are common mistakes or perceptions every business owner must deal with during the life cycle of their business.

1. “I know what my business is worth.”
2. “I am too busy running the company.”
3. “That will never happen to me.”
4. “There is plenty of time for that later.”
5. “My business is my retirement.”
6. “You can not beat Uncle Sam.”

Most businesses that fail are a direct result of poor planning, and lack of vision. In today’s competitive business climate, owners must be proactive and not reactive, if they are going to survive and prosper.

This seminar will take place on September 23, from 8:00 – 9:30 am, in the SunTrust Board Room at the Chamber office. Space is limited. For more information or to register, go to www.bccchamber.org or contact Scott Scholz at 301-652-4900 x 202 or sscholz@bccchamber.org.

Please Return your Verification Forms

Congratulations to Ed Stewart, The Arc of Montgomery County for being the first member to return his Verification Form for the 2005 Greater Bethesda–Chevy Chase Chamber of Commerce Membership Directory & Business Referral Guide. Returning this form confirms the information of your company/business that will be published in the Guide. If you have not returned your form please do so “asap.” If you need more information, please contact Margery Shrinsky, Membership Director 301-652-4900 or mshrinsky@bccchamber.org



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CELEBRATE: Then & Now



The Greater Bethesda–Chevy Chase Chamber of Commerce is proud to bring back the premier fall event **CELEBRATE: *business and the community*** with this year’s theme being *Then and Now*. CELEBRATE will bring corporate, government, civic and community leaders throughout the greater Washington D.C. region together for an evening of elegant music, outstanding food, and an exceptional atmosphere. This business attire affair will again be held in the exclusive Grand Lobby of the Chevy Chase Bank Headquarters on Wednesday, November 10, 2004, from 6:00 PM to 9:00 PM.

Guests will have the opportunity to network and discover from the past to the present what makes Greater Bethesda–Chevy Chase such a great community to live and work. A variety of restaurants will be displaying their culinary delights amongst photos and stories of yesterday and today. CELEBRATE will again play host to a silent auction, this year to benefit the 16th Annual Goodwill Dinner. This is a great way for you to show your support for the underprivileged in the community and have fun at the same time.

Honorary Chairman, Alexander R. M. Boyle, Vice Chairman, Chevy Chase Bank, invites all Chamber Members and guests to join him at this not to be missed event. Sponsors include Chevy Chase Bank, and the Washington Business Journal. Look for your invitation in the mail soon. For more information about the event or sponsorship opportunities, contact Scott Scholz at sscholz@bccchamber.org or 301-652-4900.

Help the Kids in Need Drive! Donate School Supplies



The Community Development Committee of The Greater Bethesda–Chevy Chase Chamber of Commerce has implemented a school drive for needy children. Entering its third year, the KIND (Kids in Need Drive) program is a community–based effort to collect school supplies for children in our area. The need for school supplies is a universal one that we all can recognize. A child cannot build for



the future if they do not have the tools to start a strong foundation.

The drive allows all members of the community to participate at any level of donation, whether it is a box of pencils, to a new, fully filled backpack. The recipients of the KIND program are children from the National Center for Children & Families and the Betty Ann Kranke Center.

Donations can include any new school supply such as notebooks, wide ruler paper, crayons, composition books, backpacks, pencils and pens. Collections take place throughout the area in over 18 locations with boxes that are clearly marked with signs. A complete list of drop–off locations can be found on our wqeb site at www.bccchamber.org or you may call the Chamber office or Gloria Arnold at 301-652-4900, ext. 200 The final collection date is September 15th. Donations for the purchase of supplies are also being accepted. Please write checks payable to “The Greater Bethesda–Chevy Chase Chamber of Commerce” with a note: KIND program.

Do You Know?

What chamber member has guardianship of land donated by Walter R. Tuckerman the first Chamber President for the people of Bethesda, and what is on it?

? Answer in September’s newsletter. ?

Last month’s answer:

Patrick J. Flynn (Atabek, Flynn & Associates, P.C.) was the first Chamber member to pay their 2004 / 2005 dues invoice.

? Thank you! ?

Committee Corner

Marketing & Communications Committee

The newly–formed Marketing and Communications Committee is focused on strengthening the chamber’s internal and external public relations. During a retreat in July, the committee identified its key goals for the upcoming year. They include:

- In public relations, improve communication to members and non–members through better connections with the media, store front signage, out–of–area distribution (Virginia) and use of the web site for quick polls on key membership issues.
- Working with the Tech Committee, evaluate the website and make recommendations for improvement.
- Evaluate the top communication needs for all chamber committees and develop plans to support them.
- Review all current marketing materials, including membership packets, and makes improvements as needed to ensure chamber is consistently branded.
- Working from the strategic plan, create a system to ensure top chamber benefits are communicated throughout the organization.
- Review and possibly develop in–house public relations class for chamber officers or others who will engage the media or the public on chamber issues.
- Develop a comprehensive seminar program for the year, based on topics most in demand, such as marketing, sales, networking, technology and personally development. Recruit top speakers and dramatically improve the value of the seminars.
- Other initiatives to improve the chamber’s image and appearance.

The Marketing and Communications Committee has a great team, but could always use more help! Anyone interested in helping us this year is encouraged to attend our meetings, the first Thursday of every month, at 9 a.m. in the chamber office. The committee currently consists of **Michele Cornwell, Heather VanKeuren, Lawrence Kotchek, Bob James, Dawn Brown, Dave Carmen, Julie Steenberge, Jim Breisch, Nakina Lee, Art Dwight, Demetrius Robinson** and **Elaine Lissit**.

Success Stories

More Than Just Business Associates



Eric Burka & Kenny Singer

Two years ago, **Eric Burka, Burka Studios** met **Kenny Singer, Planet Cotton** at a networking breakfast. Eric does branding, digital media, event production, graphic design, illustration, marketing, communications and photography to mention a few of his services. Burka Studios customizes their production teams depending on your specific needs, so that you always get the right people working on your projects.

Planet Cotton is a producer of high end custom embroidery and screen–printing. In addition, Planet Cotton provides a full in–house art department to assist you reach the desired results for your company.

A natural fit for both Eric and Kenny when Eric was looking for someone to help him with promotional items. Twice a year, Eric provides giveaways to studio partners, clients, friends and families.

Who better to do these items that include towels, golf shirts, scarves and hats, but Kenny!

One networking event has led to both a long–standing business relationship as well as a personal friendship.

People like to do business with people they know. Whenever you need a particular service, think “Chamber member first.”

Do you have a success story to share? Contact Margery Shrinsky, Membership Director at mshrinsky@bccchamber.org.

Three Questions for Businesses Using Computers:



Typical BCC Chamber Member Trying to Solve their Computer Problems without Help from True Blade

1. Which of the following computer and IT problems do you have right now?
 - Email Problems of All Kinds
 - Lost Data — Often Important Data
 - Unaware of Developing or Hidden Problems
 - Paying Lots of Money for Services and Help but Still Having Problems
 - Systems Working Slowly or Not at All
 - Bad Computer Systems Make Business Reputation Suffer
 - Systems are Insecure & Vulnerable to Attack, Loss or Theft of Critical Data, or Won't Recover if Disaster Strikes
 - Support Help Unavailable When Needed — Especially in Emergencies
 - No Plan to Control IT Costs & Some Software May Not Be Properly Licensed
 - Systems or Software Are Too Old — Reliability is Unknown
 - Upgrades & Modifications Don't Fix Problems and/or Create New Problems
2. How much wasted time and money are these problems costing you every day?
3. What is your plan to fix your pain?

If you want help with these very frustrating computer problems, write your name and phone number next to the frustrated computer user above, check off your problems and fax this page to: 240-465-0707 for a no-obligation analysis.

About Business Computer Pain

Regarding businesses and their computers, most companies fall into one of two categories:

Companies in the first category are presently experiencing some immediate computer related pain, probably in one of the areas listed at left. They may not be aware of other problems as they develop until the problem explodes and requires immediate attention.

Companies in the second category are more aggressive in their computer spending, trying to use IT as a competitive advantage to serve their customers better. But in order to stay on the leading edge and keep their systems operational at all times, they gladly employ outside experts to help them. They are aware that the impact of the problems listed at left can cause severe pain and damage their reputation, so they take preventative action and regularly review their plans.

Here's How We Fix Computer Pain

We're True Blade Systems. We solve computer problems for qualified businesses who are committed to doing things the right way.

If you want to fix your computer pain and get rid of your business IT problems, write us an email message at: bcc@TrueBlade.com or call us at: 301-596-3555. We'll send you a complimentary report or, if you qualify, we may offer you a no-obligation consultation to show you how most of these

problems are fixed permanently — without spending a fortune.

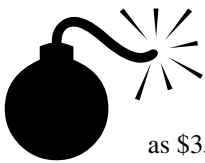
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Time Is Running Out!



How do you reach people and businesses with money to spend? There's no better place than the Chamber's 2005 Membership Directory & Business Referral Guide. It is the source for products and services for both businesses and consumers.

You will not want to miss out on reserving your advertising space in the upcoming 2005 edition. For as little as \$35 per month, you will have your name out in front of 10,000 potential clients/customers.

To reserve your space by October 15th fill out the enclosed advertising contract. Questions? Contact Margery Shrinky at the Chamber office 301-652-4900 or mshrinky@bccchamber.org.

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