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CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

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P.A.C.: Defining Our Voice

Definition

Political Action Committee (P.A.C.) – A group of people appointed or chosen to perform a function on behalf of a larger group, in order to achieve a purpose relating to civil administration or government.

The Greater Bethesda-Chevy Chase Chamber of Commerce is extremely fortunate to have an active P.A.C. that represents your interests and business in matters that count in Montgomery County. With the upcoming election year and the ever-changing political landscape in this vibrant community, it is more important than ever that our P.A.C. have a strong, united voice. This can only be accomplished by your support and contributions. Over the next few months, Chamber members will be calling on you for your financial support, as we review and select those politicians who prioritize **your** interests and businesses.

If you are interested in learning more about the P.A.C. or making contributions, please contact P.A.C. Co-Chairs Kevin Maloney at kmaloney13@comcast.net or (301) 654-5633, or Tom Murphy at tmurphy@eaglebankmd.com or (240) 497-2042.

Annual Legislative Reception

Are you concerned about issues affecting business in our community? Do you have questions about the County building moratorium or concerns about the Woodmont Triangle? Perhaps safety or parking is a subject which you'd like to explore with County and State officials. If so, the 2005 Annual Legislative Reception is the perfect event to meet and discuss important topics with officials from the region.

The Greater Bethesda-Chevy Chase Chamber of Commerce will be hosting the 2005 legislative reception on Wednesday, September 28th, 2005, at Tragara Ristorante from 6:00pm-8:00pm. The cost is \$60 for members and \$70 for non-members, which includes hors d'oeuvres and complimentary beverages. This premier event gathers Chamber members, guests, elected and appointed government officials to informally discuss issues affecting our local economy and the quality of life in the greater Bethesda-Chevy Chase community.

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 Annual Legislative Reception is a great opportunity to meet with these officials and learn about the priorities of the business community in the upcoming year.

There are currently a few sponsorship opportunities available for the Annual Legislative Reception, but they are going fast!

LOCATION:

Tragara Ristorante
4935 Cordell Avenue
Bethesda, MD

ADMISSION:

\$60 - Members
\$70 - Prospective Members



2004 Annual Legislative Reception

Register online or call the Chamber Office for a registration form. For information on sponsorship opportunities, please contact Ann Marie Pinto at ampinto@bccchamber.org.

Letter From the Chair



Michele Horwitz Cornwell

Whatever happened to the long lazy days of summer? For our Chamber and its members, this summer was filled with advocacy activity, networking events and planning for the year ahead; long days to be sure, but no longer lazy. I've been the Chair for only a few months, but am already impressed with the dedication and hard work of our staff and membership.

There's been a lot of action on the legislative front this summer (please review the Chamber's 2005–2006 Legislative Agenda in this newsletter). Although we had a consensus agenda approved by the board at the July leadership retreat, the County threw a few curveballs our way. The Chamber proactively

assisted in resolving the county-wide building moratorium proposed by the County Council and testified in the Woodmont Triangle zoning text amendment public hearings. Happily, the Purple Line is back in the news: In late July, part of the \$900 million in federal mass transit funding Maryland will receive over the next six years was allocated toward the completion of planning and environmental studies for the 14-miles transit-way between Bethesda and Silver Spring and extending to the New Carrollton Metrorail Station. So, while we are still waiting for the State to complete its studies of Purple Line alternatives, we now have a placeholder to pave the way for future funding and an acknowledgement that this transit-way will provide both connectivity and traffic relief.

Other summer events include the year's first Police Recognition Awards Ceremony, held at the Bethesda Station. We thank the 12 Directors and members who participated, and those who generously provided gift certificates to award to the honorees. And while our formal networking events tend to slow down over the summer, we still had several very successful gatherings from the monthly member lunch in July held at new Chamber member restaurant Neisha Thai to the August After Hours held at Strike Bethesda. Despite record heat and vacation schedules, over 300 members and guests visited member's establishments, dined together, made new contacts and refreshed old ones.

How does the Chamber increase the exposure of your business to the region? This summer we partnered with the Washington Post to promote the first Restaurant Week in Bethesda–Chevy Chase. Between July 18th and July 24th restaurants offered prix-fixé meals created just for this event. The Chamber and restaurants received a great deal of visibility through the success of this premier event.

In the coming year we are really concentrating on how to best to communicate with our membership. Our website is about to be completely revamped; Requests for Proposals were issued to Chamber members and the bidding process has begun. You will also notice some positive changes to our newsletter in the coming months, and I encourage your feedback on both of these issues. Should you wish to become involved in the process, please join the Marketing and Communications Committee, which is spearheading both efforts.

The Chamber is always looking for innovative ways to increase the value of your membership. Through our new alliance with the US Chamber of Commerce, your Chamber membership now includes access to small business resources, the US Chamber's e-newsletter, discounts on various services, and a more powerful voice on Capitol Hill. This is a valuable affiliation of which you should take full advantage.

I hope each of you spent at least one week this summer without the pressures of deadlines, emails, rush-hours, and cell phones. I know that September will find our programs in full swing, and I hope that we are a little refreshed and very enthused. I hope that everyone reading this attends the Annual Legislative Reception on September 28th and talk to your elected officials about the important issues faced by your business. They come to listen to you, their constituents. Please use this valuable opportunity to be heard.

Chamber Officers

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Michele Horwitz Cornwell, *The Chevy Chase Land Co.*

Immediate Past Chairman

John P. Chaplin, *Robert A. Pumphrey Funeral Homes*

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Cindy Libby-Green, *Premier Homecare*

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Melody Khalatbari, *Comcast*

VP, Membership Development

Lance Van Winter, *Vansam Software, Inc.*

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Ginanne M. Italiano

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Lilliam Machado, *Furey, Doolan & Abell, L.L.P.*

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

Chamber Staff

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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

- Ellen D. Tillman, CLU, MBA, **Ellen Tillman & Co.**, has earned membership in the prestigious Million Dollar Round Table (MDRT). MDRT is the Premier Association of Financial Professionals. Achieving this membership is a distinguishing career milestone, attained only by those who have demonstrated exceptional professional knowledge, expertise and client service.
- Eagle Bancorp, Inc., the parent company of **EagleBank**, announces 42% increase in earnings for the first six months of 2005 with assets exceeding \$600 Million.
- **EagleBank** has appointed Ivy Lim-Jui as Vice President and Controller. Ivy will provide financial management in the areas of financial reporting, internal controls, funds management, tax accounting, management reporting and modeling and overall financial systems.
- **Framer McGee's Gallery, LLC** is under the new ownership of award-winning artist and calligrapher, Ginger Hopkins. The shop specializes in custom hand-painted mat design, creative framing, and calligraphy services. Featured artist receptions and exhibits will soon become a regular feature.
- **Hospice Caring, Inc.** has been selected as a 2005 Catalogue for Philanthropy charity. Supported by area foundations as a service to the community, the Catalogue profiles 75 outstanding environmental, cultural, educational, human services and international organizations.
- The **JBG Companies, LLC** has purchased the Marriott Wardman Park Hotel, the largest hotel property in Washington D.C. JBG's plans for the hotel include a \$50 million dollar renovation that will improve and reposition the property for the future, with Marriott International continuing to manage the property.
- **Councilor, Buchanan & Mitchell, P.C., CPA's (CBM)** is pleased to recognize two staff members' 30th anniversaries with CBM. Ross E. Armstrong, Director of Quality Assurance and Ngan H. Olive, Production Typist, began working for CMG in June of 1975.
- **OrangeZebra Marketing & Design** has won the Smithsonian Institution Libraries' contract for the traveling panel exhibit "Picturing Words: The Power of Book Illustration." The posters and bookmarks produced from the OrangeZebra design are slated for mass distribution at the PRINT '05 & CONVERTING '05 conference in Chicago, IL in September.
- Nicholas Battiste has recently joined the **Residence Inn by Marriott** Bethesda Downtown leadership team as the new Director of Sales.
- **Wood Street, Inc.**, a graphic design and web development firm, recently announced the launch of BaltimoreWaters.org, the official web site for the Baltimore Harbor Watershed Association (BHWA).
- Bruce G. Dubinsky, MST, CPA, CFE, CVA, Director of the Forensic Accounting and Dispute Analysis Department and Partner of **Klausner Dubinsky + Associates, P.C.**, was named outstanding Fraud Examiner of the Year by the Washington Metropolitan Chapter of Certified Fraud Examiners.

- **Advanced Communication and Translation, Inc.** (ACT), an area leader in translation and interpreting services, was awarded a one-year contract by the Commonwealth of Virginia, Department of Social Services.
- Dr. Thomas E. Clinch, MD, of **Clinch Vision Centers**, announced he is accepting patients for a revolutionary intraocular lens approved by the U.S. Food and Drug Administration (FDA). Emerging from the treatment of cataracts, the newly approved AcrySof® ReSTOR® lens can provide many patients independence from reading glasses after surgery. Dr. Clinch was selected to be among the first surgeons in the DC-metro area to offer the lens to patients.
- Patrick J. Flynn, CPA, Managing Partner of **Flynn, Abell & Associates, LLC**, is pleased to announce the admission of William T. Abell, CPA to the firm as a partner.
- **The Washington Business Journal** recently reported that **Lockheed Martin** was ranked No. 1 as the largest publicly traded company in our region, with \$35.53 billion in revenues in 2004.
- **Suburban Hopsital** has announced that the Maryland Health Care Commission approved its application to develop a Cardiac Surgery, Research and Training Program. The approval also marks the appointment of two physicians for the program: Dr. Keith Horvath, Director of Cardiothoracic Surgery, and Dr. Kenneth Kent, as Chief of Cardiology.
- **Lerch, Early & Brewer, Chtd.** is pleased to announce that Kiana Taylor, William Goldberg and Rhian McGrath have joined as associates of the firm and that Jason Fisher has been elected as principal of the firm.
- **L. Marc Cohn, owner of Custom Financial, LLC**, a mortgage brokering company licensed to do business in DC - MD - VA - DE and FL, is pleased to announce an affiliation with **Brown Harris Stevens**, a prominent real estate firm with offices in New York City and South Florida. For more information, please call (301) 590-9464.
- Peter B. Reilly, CPA, CVA and Senior Vice President of **Councilor, Buchanan & Mitchell, P.C.**, and his son Brendan Reilly swam in the annual Great Chesapeake Bay Swim. Both finished the 4.4 mile swim which is recognized annually as one of the top open water swims in the nation. All proceeds raised for the event were donated to the Maryland Chapter of the March of Dimes.
- **Frost Miller Group** has been selected by U.S. Green Building Council to help promote membership in the association. The business-to-business agency will produce a series of e-mail promotions designed to boost the number of first-time members in the Washington, DC based organization.
- **Jan Brito** of **Jobin Realty** has successfully completed the REALTOR® e-PRO course to become one of a select few real estate professionals to earn the prestigious certification offered through the National Association of REALTORS®. The REALTOR® e-PRO certification course is specifically designed to provide real estate professionals with the technology tools needed to assist consumers in the purchase or sale of a home.

Did your organization make the news? Tell us about it! Please submit press releases and news information to Vickie Loria at vloria@bccchamber.org.



Ellen Tillman, CLU, MBA



Jon Bailey, Wood Street



Dr. Thomas Clinch, Clinch Vision Centers



Peter & Brendan Reilly



Jan Brito, Jobin Realty

Calendar Check

THANK YOU...

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

July Power Networking Breakfast @ Timpano's Italian Chophouse
Presented by Print 1

July Luncheon @ Neisha Thai
Presented by Clinch Vision Centers

June After Hours @ The Palisades of Bethesda
Presented by The Palisades of Bethesda

August After Hours @ Strike Bethesda
Presented by Staples Business Advantage

Wednesday, September 7th – Noon to 1:30pm

Monthly Member Lunch

Sponsored by Art as a Catalyst, LLC and hosted by McCormick & Schmick's Seafood Restaurant @ 7401 Woodmont Avenue, Bethesda, MD

Tuesday, September 13th – 5:30pm to 7:00pm

Business After Hours

Sponsored by Addeco Staffing and hosted by The Barking Dog @ 4723 Elm St., Bethesda, MD

Thursday, September 15th – 8:00am to 9:30am

Professional Development Seminar

S. Vincent Crescenzi, CPA, CVA, CFE presents "Cash Management Strategies" @ SunTrust Board Room at the Chamber, 7910 Woodmont Avenue, Suite 1204, Bethesda, MD

Tuesday, September 20th – 7:15am to 9:00am

Power Networking Breakfast

Sponsored by WelcomeHomeTours.com and hosted by Clarion Hotel – Bethesda Park @ 8400 Wisconsin Avenue, Bethesda, MD

Friday, September 23rd – 8:00am to 9:00am

Quick Connect Meeting

SunTrust Board Room at the Chamber, 7910 Woodmont Avenue, Suite 1204, Bethesda, MD

Wednesday, September 28th – 6:00pm to 8:00pm

Annual Legislative Reception

Tragara Ristorante, 4935 Cordell Avenue, Bethesda, MD

See the "Events Calendar" insert for registration fee and RSVP deadlines. Fax registration forms to the Chamber Office or register online at www.bccchamber.org. For more information on the events, please contact Ann Marie Pinto at (301) 652-4900 or at ampinto@bccchamber.org.



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What is Spyware?

By Jason Newman, Advantage Industries

Spyware is any software that covertly gathers user information through the user's Internet connection without his/her knowledge, usually for advertising purposes. Spyware applications are typically bundled as a hidden component of freeware or shareware programs that can be downloaded from the Internet; however, it should be noted that the majority of shareware and freeware applications do not come with Spyware. Once installed, the Spyware monitors user activity on the Internet and transmits that information in the background to an unknown source. Spyware can also gather information about e-mail addresses, passwords, and even credit card numbers.

Spyware is similar to a Trojan horse in that users unwittingly install the product when they install another program. A common way to become a victim of Spyware is to download certain peer-to-peer file swapping products that are available today.

Aside from the questions of ethics and privacy, Spyware steals from the user by using the computer's memory resources and also by draining bandwidth as it sends information back to the Spyware's home base via the user's Internet connection. Because Spyware is using memory and system resources, the applications running in the background can lead to system crashes or general system instability.

Because Spyware exists as independent executable programs, it has the ability to monitor keystrokes, scan files on the hard drive, snoop other applications, such as chat programs or word processors, install other Spyware programs, read cookies, change the default home page on the Web browser, all while sending this information back to the Spyware author who will either use it for advertising/marketing purposes or sell the information to another party.

Licensing agreements that accompany software downloads sometimes warn the user that a Spyware program will be installed along with the requested software, but the licensing agreements may not always be read completely because the notice of a Spyware installation is often couched in obtuse, hard-to-read legal disclaimers.

Note: Portions of this article were taken from various Internet resources.

Are You Getting the Most from Chamber Networking Events?

During the start up of any successful business, it pays to be seen. The Chamber of Commerce is the most efficient vehicle in business to become known in our community.

However, even the most thriving Chamber member representatives find it tough to balance meetings, networking events, business obligations and personal time. But the most successful business people know the secret to Chamber networking lies in delegating participation to co-workers and employees. Even though the primary representative is absent from an event, **the company is still there!**

Ask yourself, "Is my organization getting the most out of the Chamber's 45 yearly networking events?" If the answer is "no," perhaps delegating Chamber participation to your sales, marketing, business development or human resources employees can help boost visibility and the value of your membership. Remember – once your company joins the Chamber, each employee is eligible to utilize the Chamber benefits, including attending networking events. So, don't stop attending because **you** can't be there. Multiply your business exposure by directing others to attend and represent your company!

The Networking Game Plan

- 1. Select a few key employees you wish to begin attending Chamber networking events.** *Tip: View Chamber networking events as great professional development opportunities. Chamber networking events are also great for sales and marketing employees.*
- 2. Prepare your new networking representatives.** *Tip: Select a few company details that you'd like your reps to highlight while networking. For example, a new store location, product upgrades or an upcoming sale.*
- 3. Get your representatives registered.** *Tip: Have them register at www.bccchamber.org.*
- 4. Give them a goal -- and a follow-up goal.** *Tip: Ask them to exchange at least 5 business cards with fellow Chamber members. And have them send follow-up emails to the members they met at the networking event.*
- 5. Continue to encourage networking and attend events with your new representatives.** *Tip: Members tend to do business with people they know! So, get out there and network – it pays!*



"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.



Members Socialize at a Chamber Networking Event

Legislative Update — by Ron Resh, Esq.



As pointed out in the current newsletter letter from Chair Michele Horwitz Cornwell, the summer has been an extraordinarily busy time, legislatively, for our Chamber and its leadership.

Woodmont Triangle – Represented by Chair-Elect Anne Martin, with other Chamber leaders in attendance, we testified before the County Council on July 12th in support of the plan for

revitalization of the Woodmont Triangle. This has been many years in the making, and the Chamber played a key role in its development. The Council is expected to begin deliberations on this proposal in the fall. Our goal is to see that focus is maintained on the revitalization aspects of the plan and that the Council acts favorably on the proposal before the end of the year.

Legislative Priorities – On July 20th, at the annual leadership retreat, the newly elected board and officers of the Chamber unanimously approved our legislative priorities and goals for the 2005-2006 program year. A complete listing of these issues is shown in Page 7. This document will serve as a basis for our discussions with elected officials at the Chamber's Annual Legislative Reception on September 28th.

Building Moratorium – On July 26th, Chamber Chair Michele Horwitz Cornwell testified on our behalf before the County Council in opposition to a hastily conceived and quickly introduced moratorium on residential building permits. We viewed this as an overreaction by the Council to certain discrepancies that surfaced in the County's land use review and approval process. We are pleased to report that the moratorium did not pass. It failed to receive the six votes necessary for it to take immediate effect. Instead, the Council unanimously adopted a resolution restating certain procedural changes already implemented by the County Planning Board and the Department of Permitting Services. Voting with the Chamber on this issue were Councilmembers Andrews, Leventhal and Perez. Voting against the Chamber's position were Councilmembers Denis, Praisner, Silverman and Subin. Councilmembers Floreen and Knapp were out of the country on a prior scheduled commitment.

Chamber Testimonial

I have been active with the chamber for over 8 years. In this time frame, the B-CC Chamber has produced many clients for me. On the flip side, I have referred many clients to Chamber members.

Any time I recommend someone to join the Greater Bethesda-Chevy Chase Chamber; I recommend that they attend 1-3 chamber events per month. Personally, I have not been as committed in the past 10 months. I do not like to make excuses, but I recently added 2 additions to my family (twins) and have devoted more time with them than networking!

Recently, Tariel Geter, owner of Omnistar Interactive, was referred to me by the B-CC Chamber and I helped him settle on his new home. Although my feelings are the same about attending regularly, good results can happen for just being part of the B-CC Chamber. I am committed to becoming even more active. I know attending events leads to helping others and others will help me.

Intercounty Connector – On July 28th, Kevin Maloney, Chair of the Chamber's Economic Development/Government Relations Committee, testified before the County Planning Board in support of a proposal to mitigate the environmental impact of the ICC road project linking the I-270 and I-95 corridors. Environmentally sensitive construction techniques have been used successfully for many years in road projects throughout the country. We have always maintained that the ICC could be built in a similar fashion.

Bethesda-Silver Spring Transit – We are pleased to report that the Georgetown Branch light rail project linking Bethesda and Silver Spring, now known as the Purple Line, was included in the federal transportation funding authorization package approved by Congress at the end of July. Although we are a long way from actual construction funding, reference to this project acknowledges that it is under consideration and will be helpful for future funding assistance.

Montrose Parkway – This is the Chamber's top road priority. Both the County and the State have responsibility for different components of this project. For various reasons, the State portion currently lags behind the County's segment. Under the leadership of Patrick O'Neil, Chair of the Chamber's Parking and Transportation Committee, we want to see what can be done to close this gap. The next committee meeting on September 6th will focus on this issue. We hope to have as our guests policy representatives from the State Highway Administration as well as state and local elected officials supportive of this project.

Promotion of Chamber Issues – Representatives of the Chamber continually promote and coordinate our issues and priorities with public officials and other groups and organizations. Chamber President Ginanne Italiano and other representatives accomplish this on an on-going basis with Chambers of Commerce in Montgomery County, with the Maryland Chamber of Commerce, and with the Greater Washington Board of Trade. In September, Ginanne will participate in a statewide conference to discuss and coordinate business issues at that level. In August, Kevin Maloney and other Chamber leaders participated in the annual conference of the Maryland Associations of Counties. Their goal was to promote our issues with members of our County Council and officials in Annapolis.

I'd like to thank the Chamber for being such a great organization. The Chamber's commitment to structure and functionality has produced great results. Thanks again for all that you have done for me.

Sincerely,

Jeff Stempler, Loan Officer – *Broad Street Mortgage*

Have a Success Story?

Do you have a great Chamber story to tell? Have you gained new accounts or clients by using your Chamber member benefits? Did you partner with another Chamber member for a project or business contract? Tell us about it! To submit a success story, please email Membership Director Vickie Loria at vloria@bccchamber.org. You could be featured in the next ChamberNews newsletter!

2005-2006 Legislative Agenda

I. Transportation

- A. Support key transportation and transit projects, such as the Bethesda-Silver Spring light-rail transit-way along the Georgetown Branch alignment, the Montrose Parkway and the InterCounty Connector.
- B. Support alternative modes of transportation, such as transit ridership incentives, expansion of the Bethesda 8 shuttle service, bikeways, and pedestrian paths.

II. Economic Development

- A. Support and promote programs to highlight and attract business, consumers, residents and investment in the Greater Bethesda-Chevy Chase Region. The Chamber supports the creation and/or expansion of urban district services in Friendship Heights and the Rock Spring Park and White Flint regions of North Bethesda.
- B. Continue to support economic and housing potential and advancement in transit areas.
- C. Improve communication and coordination with the County Department of Economic Development regarding issues pertaining to the attraction and retention of businesses in the Greater Bethesda-Chevy Chase area.

III. Quality Of Life

- A. Secure appropriate funding for quality public safety, health and wellness, educational and recreational programs and facilities, parking facilities, and arts and humanities programs.

IV. Specific Issues For 2005-2006

- A. Continue to support the Woodmont Triangle Amendment to the Bethesda CBD Sector Plan and Zoning Text Amendments that promote economic development objectives and incentives to create more housing, such as the reduction of minimum lot size for optional method development, provision of public use space off-site for projects to create meaningful public amenity areas and community benefits, and transfers of density in CBD zones.
- B. Support accelerated construction for the State portion of the Montrose Parkway to coordinate with County construction and full completion in 2008.
- C. Monitor and participate as appropriate in regional discussions on long range funding for WMATA.
- D. Assist with promotion of the initiatives of the Transportation Management Districts in the Greater Bethesda-Chevy Chase Area.
- E. Continue support of efforts and programs of the Bethesda Urban Partnership, including improvement of downtown street lighting, equitable distribution of transfers from the County's General Fund to Urban Districts for baseline services reimbursement, and management of the Bethesda 8 trolley.
- F. Continue support of the Bethesda-Silver Spring light-rail transit-way (Purple Line) along the Georgetown Branch alignment.
- G. Continue to monitor and participate in the processes regarding public facilities and construction, such as Garage 11 (Woodmont Garage) and the redevelopment of Lot 31 on Bethesda Avenue.
- H. Monitor and participate as necessary in existing and proposed County programs that assist or impact businesses and economic development, including small business reserves for procurement, redevelopment impact fund, recycling initiatives, panhandling and quality of life legislation, vendor regulations and amendments to facilitate hospital renovation and improvements.



Please join us in welcoming the following new members. Take a few minutes to review their business profiles and familiarize yourself with their services. For an entire list of all member services, review the 2005 Chamber's Membership Directory & Business Referral Guide or click on the "Business Directory" on the Chamber's website at www.bccchamber.org. People like to do business with people they know. Do business with a fellow Chamber member.

ADVERTISING, MARKETING, PUBLIC RELATIONS

HZDG

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Rockville, MD 20852
(301) 294-6302
www.hzdg.com

Nasuti & Hinkle Creative Thinking

Karen Nasuti
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Silver Spring, MD 20910
(301) 588-9226
www.nasuti.com

ARTS ORGANIZATIONS

Art as a Catalyst LLC

Gary Rosenthal
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Kensington, MD 20895
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www.artasacatalyst.org

BSO at Strathmore

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5301 Tuckerman Lane
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CONSULTING

Design to Delivery

Christy Roach
7910 Woodmont Ave. Suite
540, Bethesda, MD 20814
(301) 657-4440
www.d2dinc.com

CONSULTING/TRAINING

Maxispace

Gerrie Beck
8911 Connecticut Ave.
Chevy Chase, MD 20815
(301) 652-1628
www.maxispace.org

EMPLOYMENT SERVICES

Spherion

Stacey McWilliams
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FACIAL PLASTIC SURGEONS

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Lafayette Investments

Scott Stroud
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FINANCIAL SERVICES

Bluestone Financial/ Innovative Value Corp.

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(240) 395-0520
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www.advancednursing.com

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20036
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www.jackscamp.com

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(301) 309-9753
www.invitationtobetterthings.com

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Bethesda, MD 20816
(301) 560-3134
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700, Washington, DC 20007
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www.thebernsteincompanies.com

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400, Chevy Chase, MD 20815
(240) 333-3733
www.jbg.com

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www.jcohn4homes.com

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Bethesda, MD 20878
(240) 793-8523
www.susanfitzpatrick.net

Alan Remchuk - Weichert Realty

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Bethesda, MD 20817
(301) 564-0874

RESTAURANTS

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Bethesda, MD 20814
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Bethesda, MD 20824
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People in the Community



2005-2006 Chamber Executive Board
(Courtesy of Anthony Marill Photography)



The Board of Directors at the 2005 Leadership Retreat



Members Prepare to Bid on the New Chamber Website



Bi-Annual Police Award Winners



◀ New VP-Budget & Finance Mark Edward



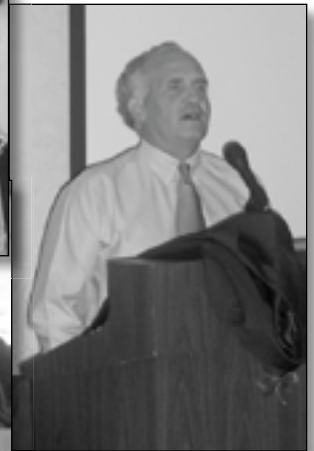
▲ Members Network at the July Business After Hours



◀ Chatting Over Coffee at the Power Networking Breakfast



▲ Members and Guests Network at the June Breakfast



▲ ACCE President Mick Fleming Speaks at Leadership Retreat



▲ Members Exchange Contacts & Business Cards

Reserve a Chamber Event To Showcase your Business!



*A Delicious July Member
Lunch Hosted By Neisha Thai*

We are currently in the process of planning our 2005–2006 Events Calendar and we invite your business to take the spotlight at one of our monthly networking events. By signing up to sponsor a breakfast, lunch or after hours, you will receive:

- 3-5 minutes to address the crowd and promote your business at the beginning of the networking event.
- A table for you to display any promotional items/hand-outs. You may also distribute materials to members individually and/or at their seats.
- Two complimentary event registrations.
- Recognition in the Chamber newsletter, flyers and other communication materials as needed to promote the event.
- Listing of contact information for all attendees who pre-registered and/or attend the event (This ranges anywhere from 65 – 120 people).

Space is limited, so don't miss this perfect opportunity to obtain great visibility for your business! To sign up or get more information on schedules and availability, contact Ann



*Members Mingle in the Palisades
of Bethesda Sky Lounge*



*Representatives From Eskeez
Design & Wood Street, Inc.*

Get the Most Out of Chamber Networking Events!

The Chamber offers Networking Passports, an opportunity which saves you both TIME and MONEY. With your Networking Passport, you gain: automatic registration at all Passport Events, automatic registration for all Business After Hours Events*, recognition in the monthly Chamber newsletter as a Passport Member, and extra networking savings!

Power Networking Breakfast

Current Cost: 11 Breakfasts x \$20 each = \$220

Passport Cost: 11 Breakfasts = \$200

Save \$20

Monthly Member Luncheon

Current Cost: 10 Luncheons x \$20 each = \$200

Passport Cost: 10 Luncheons = \$180

Save \$20

Combination Passport

Passport Cost: 11 Breakfasts & 10 Luncheons = \$360

Save \$60



*Passport Members at a
Power Networking Breakfast*

If you are interested in purchasing a Networking Passport, please contact Ann Marie Pinto, Events Manager, at (301) 652-4900 or ampinto@bccchamber.org.

**Exceptions include special Technology Committee events.*

2006 Membership Directory & Business Referral Guide Advertisers

Manpower Professional
 American Inn of Bethesda
 American Plant Food Co.
 Westfield Montgomery
 United Bank
 Guernsey Office Products
 Watkins, Meegan, Drury & Co., LLC
 Suburban Florist
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 CRESA Partners
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 Next Day Blinds Express
 The Mansion at Strathmore
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Sign * A * Rama
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 The Acacia Group
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Space is still available!

If you are interested in advertising in the 2006 Membership Directory & Business Referral Guide, please contact Kerry McClellan, Marketing & Communications Manager, at (301) 652-4900 or kmcclellan@bccchamber.org. September 30th is the final day to reserve your ad space!

Economic Indicators

The following information was compiled from data provided by the Montgomery County Department of Park & Planning, the Montgomery County Department of Finance, and the U.S. Department of Labor (Bureau of Labor Statistics).

Population		
	January 2004	January 2005
Montgomery County	931,000	942,000
Number Residential Permits Issued		
	April YTD 2004	April YTD 2005
National	631,750	669,742 (+ 6.0%)
Maryland	8,815	10,688 (+ 21.2%)
Montgomery County	1,473	1,648 (+ 11.9%)
May Unemployment Rate		
	2004	2005
Maryland	4.1%	4.1%
Montgomery County	3.1%	3.1%



The Greater Bethesda-Chevy Chase Chamber of Commerce
 7910 Woodmont Avenue, Suite 1204
 Bethesda, MD 20814
 Phone: (301) 652-4900 Fax: (301) 657-1973
 www.bccchamber.org

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MARK YOUR CALENDARS!

Annual Fall Gala – CELEBRATE! Wednesday, November 9th, 2005 – 6:00pm to 9:00pm

This premier event brings together hundreds of local community and business leaders while befitting the Chamber's 17th Annual Goodwill Dinner. Radio King Orchestra will provide the musical backdrop for this elegant occasion while attendees network and enjoy the culinary specialties of the finest restaurants in the B-CC area.

Location: Chevy Chase Bank Headquarters, 7501 Wisconsin Avenue, Bethesda, MD

Registration and sponsorship information will soon be available. In the meantime, please contact Ann Marie Pinto at ampinto@bccchamber.org with questions regarding this event.

The Greater Bethesda-Chevy Chase Chamber of Commerce 2004-2005 Annual Sponsors

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