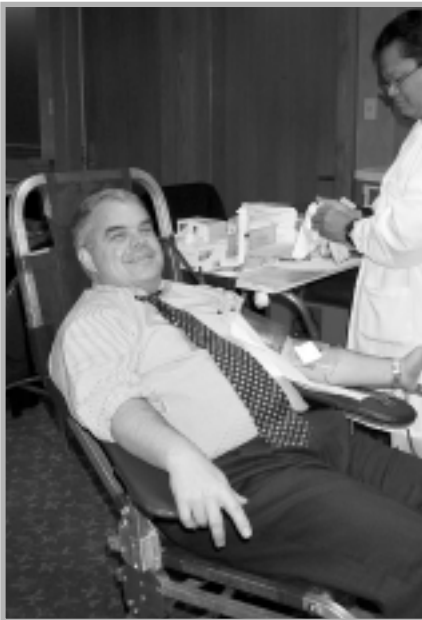




CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

Give the Gift of Life on Tuesday, November 26th



With the upcoming holiday season, it is more important now than ever to give the gift of life at the Chamber's Bi-Annual Blood Drive. Each year more than 100 community business leaders take time out of their busy day to donate blood.

This year's drive will be held Tuesday, November 26, 2002 from 8:00 am to 2:00 pm at the Hyatt Regency Bethesda, which will be providing delicious cookies and will be hosting the event. This year, the law firm Lerch, Early and Brewer will be sponsoring the event and challenging all members of the chamber to join them in giving blood. Statistics show that 95% of the population will at one time in their lives have a direct need for blood or blood products; however, less than 5% of the population actually donates. To be a blood donor you must be at least 17 years old, weigh 110 pounds or more, and be in good general health. The process for donating usually takes approximately 45 minutes. Please come out and support your local community by donating your life-saving blood. With each donation three lives are saved.

Parking will be provided free of charge to all donors, and each person will receive a free goody bag!

To make an appointment or sign up to volunteer that day, contacting Gloria Arnold at 301-652-4900 or garnold@bccchamber.org.

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Goodwill Dinner Committee Update

Under the leadership of Sue and Ben King (past president of the Chamber), the Goodwill Dinner Committee is in the final stages of organizing our 14th Annual Goodwill Dinner, which provides a joyful evening for the disadvantaged in our community. Here's how you can help:

- Donate to the Goodwill Dinner Fund, which directly goes to the costs of the dinner and holiday presents that will be provided to our guests (checks payable to the "BCC Chamber - Goodwill Dinner")
- Donate 250 individual items that will go into the bags of each guest that attends the dinner. As in past years, we expect approximately 250 guests. Items can include: New t-shirts or sweatshirts (large and extra large, preferably), Pocket monthly planners for 2003, Small flashlights (with batteries), Sewing kits, Mouthwash, toothpaste, toothbrushes, and Pocket combs

The Goodwill Dinner, to be held at the BCC Rescue Squad on December 17th, is a joint effort of the Bethesda-Chevy Chase community including the Hyatt Regency Bethesda, the BCC Rescue Squad, the Bethesda Urban Partnership, Bethesda Cares, the Bethesda-Chevy Chase Regional Services Center, the Montgomery County Department of Health and Human Services, the Second District Police and the BCC Chamber.

For more information about the Goodwill Dinner, contact Margery Shrinsky or Gloria Arnold at 301-652-4900.

From the President



Lilliam Machado,
The Machado Law Firm

The Chamber is about networking. Getting to know our fellow business people and working with others to get things done. In the words of one Chamber member, “It’s all about relationships.”

We are proud to be Montgomery County’s largest chamber of commerce. More than 700 members strong, our Chamber provides ample opportunity for businesses of every size to mix and mingle. I encourage you to look for events and programs that will help you showcase your company. Whether you choose to sponsor an event, become an active member of a committee, or lend your expertise for one of our Smart Business seminars, there are many ways for you and your company to stand out. Keep in mind, however, that business won’t necessarily come overnight as result of your membership. Treat your membership investment like any other long-term investment. Give it some time to grow and pay back before giving up on it. Past President Toby Beach, of NEXT Financial, waited over two years before getting his first piece of business from a Chamber member. Good thing he waited, the business was worth \$500,000.

And remember the Chamber is also your business resource. Even if you don’t have time to attend events, you can always contact the Chamber with your questions and concerns. One member recently expressed concern about his inability to gain County approval for café seating outside of his restaurant. As a direct result of his having brought the issue to our attention, the Chamber’s current legislative agenda supports the easing of outside café seating restrictions, which currently limit the operating potential of restaurants in the Greater Bethesda-Chevy Case area. Your membership also includes free scheduled access of the Board Conference Room, free notary service, and a free listing the membership directory that is distributed to more than 10,000 businesses and individuals annually.

Develop your Chamber relationships and you will see that “It is all about relationships.”

Chamber Officers

President

Lilliam Machado, *The Machado Law Firm*

Immediate Past President

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

President-Elect

Tom Murphy, *EagleBank*

VP, Budget & Finance

Joseph Tanis, *Bonde Beebe*

VP, Membership Development

Anita Segreti, *Anita Segreti Insurance*

VP, Member Services

John Fineran, *Atlantech Online, Inc.*

VP, Economic Development & Government Relations

Patricia Harris, *Holland & Knight LLP*

VP, Community Development & Education

Alex Inglese, *Federal Realty Investment Trust*

Strategic Planning & Communications

Michele Horwitz, *Cornwell, The Chevy Chase Land Company*

Counsel to the Board

David D. Freishtat, *Shulman, Rogers, Gandal, Pordy & Ecker*

Board of Directors

Theresa Cameron,

Arts & Humanities Council of Montgomery County

Kathleen Martens, *BAPA’s Imagination Stage*

Ann C. Martin, *Linowes and Blocher LLP*

John Bowis, *Chevy Chase Cars, Inc.*

Catherine Chapman Mosley, *Comcast*

Arthur R. Dwight, *The Gazette*

Greg Hourigan, *Hard Times Café*

Phil Tufano, *Hyatt Regency Bethesda*

Suzanne H. Kim, D.D.S.

Roger Kruse, *Residence Inn by Marriott*

John Chaplin, *Robert A. Pumphrey Funeral Home, Inc.*

Glenn Pearson, *Glenn Pearson Productions*

Diane Dantagnan, *Realty Management Company*

John V. Pollack, *Sequoia Bank*

Jennifer Warner, *SunTrust Bank*

Christina Renshaw, *Text Design, Inc.*

Katherine Wright, Ph.D., *Vitability Associates*

Ex Officio – Ginanne Italiano, *Executive Director,*

Greater Bethesda-Chevy Chase Chamber of Commerce

David Dabney, *Executive Director, Bethesda Urban Partnership*

Ron Resh, *Public Affairs Consultant*

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

Director Emeritus – Thomas E. Korengold,

Ourisman Ford Company, Inc.

Directors Emeritus – Walter Pennington,

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

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

Chamber Staff

Executive Director

Ginanne M. Italiano: gitaliano@bccchamber.org

Membership Director

Margery F. Shrinsky: mshrinsky@bccchamber.org

Events & Marketing Manager

Holly Persinger: hpersinger@bccchamber.org

Finance & Program Manager

Gloria A. Arnold: garnold@bccchamber.org

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

Members in the News

Brandon Todd of Councilor, Buchanan & Mitchell, P.C., CPAs was promoted from Staff Accountant to Senior Accountant in the CBM audit and accounting practice.

Rock Creek Creative has been selected to develop the identity for NATO's 53rd Anniversary Summit in Prague. Included in the award are the design and production of related collateral materials and the summit agenda.

BAPA's Imagination Stage's Board of Trustees has elected eight new board members. They are Eric Burka, Burka Studios, Debra Lerner Cohen of Lerner Enterprises, Patrick Delaney, McDonald's Corporation, Bruce Drury, Watkins, Megan, Drury & Company, Stephen A. Hayes of DHR International, Nancy Higgins, Lockheed Martin, Diane Polinger, non-practicing attorney, and Judy Woodruff of CNN. Terms are for three years. Elected to the Board were: Robert G. Brewer, Lerch, Early & Brewer, president; Eugene M. Smith, Smith Payes Associates, vice president; and Bruce Drury, treasurer.

Grossberg Company, LLP, a Bethesda accounting and management consulting firm, has announced the addition of five professionals: Supervisor Shawn A. Talley, CPA; Seniors Paardis Kimia, CPA; Lenore M. O'Connor, CPA; and George S. Bishara; Staff: Francis E. Meredith; and the promotion of two employees: Mindy S. Stoler, CPA, promoted to Manager, and Franklin A. Steinko, III, CPA, promoted to Supervisor.

BAPA's Imagination Stage at White Flint announces their November performances on their professional stage with Amelia Bedelia, with performances on Saturdays and Sundays at 12:30 & 3 PM, beginning November 9th. Ticket prices are \$7.50 general admission and \$6.50 for groups of 10 or more. For more information call the Imagination Stage box office at 301-881-5106 or visit their website at www.ImaginationStage.org. BAPA's Student Stage for grades 4-8 will perform The Call of the Piper by Liz Barwick, directed by David Markey. The performance schedule is: Nov. 21-23 at 7:30 PM and Nov. 24 at 6:00 PM at Whittier Woods Playhouse (7300 Whittier Blvd., Bethesda). Ticket prices are \$8.00 general admission and \$7.00 for groups of 10 or more. For tickets, call 301-320-2550.

The Round House Theatre, located at the corner of East-West Highway and Waverly Street in downtown Bethesda, announces their newest production of The Cherry Orchard by Anton Chekhov, running from November 6th through December 1st. During the run of The Cherry Orchard, Round House will offer post-show discussions, free childcare, audio description, and sign interpretation in conjunction with selected performances. To purchase tickets or for more information, call the box office at 240-644-1100 or go to their website at www.roundhousetheatre.org.

Members of The Greater Bethesda-Chevy Chase Chamber of Commerce are constantly "on the move" in the community. Listed below are Chamber members who have received awards, given back to the community, had additions to their staff, and timely announcements of what is going on right in your own backyard!

If you have something newsworthy that you would like published, email/fax or mail your submission to 301-657-1973 or mshrinsky@bccchamber.org.

Business & Tech Expo 2003

MARK YOUR CALENDAR for the Greater Bethesda-Chevy Chase Chamber's 8th Annual Business & Tech Expo! Montgomery County's business leaders will come together for a day of intensive networking and deal making from 9:00 am to 3:00 pm on Tuesday, February 18, 2003 at the Hyatt Regency Bethesda. The Business & Tech Expo 2003 will allow over 80 member businesses from the Bethesda Chevy-Chase area to exhibit their products and services to an expected crowd of more than 1,000 business decision-makers. Admission to the exhibit hall is free. This year's event will include the Smart Business Seminar Series throughout the day and the Executive Luncheon from 12:00 to 1:30pm at the Hyatt Regency Bethesda featuring a prominent guest speaker (to be announced soon).

This year's Expo is chaired by Chamber Board member John Chaplin (Robert A. Pumphrey Funeral Home) and co-chaired by Rob Judge (Vansam Software), member of the Chamber's Tech Resources Committee. For information on sponsorship and exhibitor packages and costs, see the flyer insert in this issue of the ChamberNews.

There's no better way to start the new year than meeting hundreds of potential clients at this Expo — a great chance for businesses located in or trying to reach the affluent Bethesda-Chevy Chase Community. This is an event that no one can afford to miss! Great choices still available for tabletop or booth displays — first come — first served. For more information contact Holly Persinger at (301) 652-4900 x202 or hpersinger@bccchamber.org.



Calendar Check

Upcoming Events



Wednesday, November 6, 12:00-1:30pm

Monthly Member Lunch

*Sponsored by Bethesda-Chevy Chase Ambulatory Care Center @ Chicken Out (Cabin John Location)
(Cabin John Shopping Center, 7943 Tuckerman Lane, Potomac, MD)*

Tuesday, November 12, 5:30-7:00pm

Business After Hours

Sponsored by Distinctive Events by Susan B. Katz, Inc. @ South Beach Restaurant & Bar (7904 Woodmont Avenue, Bethesda, MD)

Tuesday, November 26, 7:15-9:00am

Power Networking Breakfast

Sponsored by Lerch, Early & Brewer, Chtd. @ Hyatt Regency Bethesda (One Bethesda Metro Center, Bethesda, MD)

Tuesday, November 26, 8:00-2:00pm

Fall Blood Drive

Sponsored by Lerch, Early & Brewer, Chtd. and the Hyatt Regency Bethesda @ Hyatt Regency Bethesda (One Bethesda Metro Center, Bethesda, MD)

Thursday, November 21, 8:00-9:30am

Smart Business Seminar

*"How to Have an Office Affair" (Successful and Cost Effective Events for Your Clients and Employees).
Presented by Creative Parties @ the Chamber Office (7910 Woodmont Avenue, Bethesda, MD)*

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

The Greater Bethesda-Chevy Chase Chamber of Commerce

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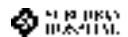
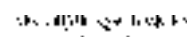
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Assistive Technology for People with Disabilities

by Vince Steis (Envision Technology), Member, Tech Resources Committee

Many businesses are aware of the need to comply with the American Disabilities Act when it comes to their employees with disabilities, particularly physical impairments. But did you know that the National Institutes of Health estimates that approximately 15 percent of Americans are affected by learning disabilities? People who struggle with reading include those with low vision due to macular degeneration or blindness, people with dyslexia, attention deficit disorder (ADD) and other issues.

Fortunately, easy-to-use Assistive Technology is available to increase the reading speed and productivity of people with reading difficulties. For example, scanners were invented by a 19 year old student at MIT in 1969 for people who were blind, and Stevie Wonder purchased the first commercially available scanner ever made.

Text-to-Speech Software - uses powerful OCR (Optical Character Recognition) to scan text and read aloud the printed document. Printed materials can include books, magazines, photocopies, faxes, worksheets and almost any other typed material. The OCR in specialized reading software, such as the Kurzweil 1000 and Kurzweil 3000, can handle even complex documents with tables and charts and includes the ability to read several foreign languages, the Internet, provide definitions and even summarize a scanned document for you using artificial intelligence!

Screen Reading software - has the ability to magnify and read "electronic" text, including proofreading aloud word processing documents, spreadsheets and e-mail. A product such as textHELP will even read aloud the spellchecker and find homonyms (too v. to, their v. there) which normal spellchecking overlooks.

CCTV's (Closed Circuit Television's) - are specifically designed to enlarge print for people with low vision. Place any book, magazine, photograph or letter on the viewing table and the machine will magnify the print onto the screen up to 50x!

Assistive Technology provides the tools for individuals who would otherwise struggle with reading or writing to work and function productively and independently. For more information on this subject, contact Vince Steis of Envision Technology at 301-654-3568.

"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.



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the chamber staff at 301-652-4900.



Please welcome the following new members and take a few moments to familiarize yourself with their business profiles. Members like to do business with fellow Chamber members.

The Ad Solution

11810 Parklawn Drive, Rockville, MD 20852

Jeffrey A. Linowes, email: jlinowes@adsolution.com

Eileen Vaughan, email: eileen@adsolution.com, Jill Starr, Marsha Glazer

Business Profile: Full services promotional products company for all corporate events, industry trade shows, award programs, sales incentives and corporate apparel as well as executive gifts.

Sponsor: Ginanne Italiano, Executive Director

T: 301-231-8600 F: 301-231-0165

www.adsolution.com

Advanced Nursing & Home Support

11141 Georgia Avenue, Suite 313, Wheaton, MD 20902

Samuel R. Lish

Business Profile: Skilled nursing services, home care and senior services.

Sponsor: Michael Cooperman, Bethesda Tobacco, Inc.

T: 301-933-5554 F: 301-0933-5005

www.advancednursing.com

email: info@advancednursing.com

American Capitol

2 Bethesda Metro Center, 14th Floor, Bethesda, MD 20814

Samantha Blizzard, Director of Administration

email: samantha.blizzard@americancapital.com

Business Profile: Investment Banking

Sponsor: David Smith, The Chevy Chase Land Company

T: 301-951-6122 F: 301-654-6714

Aperture Services, Inc.

950 Wind River Lane, Gaithersburg, MD 20878

Andrew Gordon, President

Business Profile: A computer services company providing system administration, emergency and on-call, and computer security services.

Sponsor: Margery Shrinsky, Membership Director

T: 301-212-7000 F: 301-212-7019

www.apertureservices.com

email: agordon@apertureservices.com

Lena Barnett & Associates, L.L.C.

10611 New Hampshire Avenue, Silver Spring, MD 20903

Lena S. Barnett, Esq., Principal

Business Profile: Lena Barnett & Associates, L.L.C. helps clients' structure and implement their personal, business, and charitable planning desires. We emphasize personalized, comprehensive and timely Estate and Wealth Strategies Planning.

Sponsor: Marc Schliefer, Equity Planning Institute, Inc.

T: 301-434-3166

www.lenabarnett.com

email: lenablans@lenabarnett.com

Burka Studios

7910 Woodmont Avenue, Suite 1106, Bethesda, MD 20814

Eric Burka, President

Business Profile: Media productions – digital media, film and video, photography, advertising and marketing, public relations, event production, fine arts/illustration.

Sponsor: Tony Prutting, Prutting & Prevost

T: 301-654-9004 F: 301-654-9005

www.burkastudios.com

email: eric@burkastudios.com

The Donohoe Companies, Inc.

2101 Wisconsin Avenue, NW, Washington, DC 20007

Chris Bruch, Vice President, Jeff Donohoe, Robert F. Donohoe, Jr., Peter G. Gartlan

Business Profile: Washington's oldest full-service real estate firm. Including general contracting, land development, commercial property management and leasing, building operations, and hotel management.

Sponsor: Jeff Gale, Floral Extraordinaire/Rochelle's Confections

T: 202-333-0880 F: 202-333-5394

www.donohoe.com

Heart Check Washington, DC

2401 Pennsylvania Avenue, NW, Suite LL-150, Washington, DC 20037

Bruce C. Friedman, President

Business Profile: Preventive imaging – early detection of heart disease and cancer.

Sponsor: Margery Shrinsky, Membership Director

T: 202-467-0929 F: 202-467-0936

www.heartcheckamerica.com

email: bcf@heartcheck.com

Lansdowne Resort

44050 Woodbridge Parkway, Landsdowne, VA 20176

Laurie S. Kightlinger, National Sales Manager

email: lkightlinger@benchmarkmanagement.com

Business Profile: The Capital region's premier, full service resort and executive conference facility offers a relaxed resort environment, world-class golf, spa, tennis, outstanding conference facilities, award-winning conference planning team and is just 15-minutes from Washington Dulles International Airport.

Sponsor: Margery Shrinsky, Membership Director

T: 703-729-8400 F: 703-729-8452

www.lansdowneresort.com

Legal Sea Foods

7101 Democracy Blvd., Bethesda, MD 20817

Ian Holt, Assistant General Manager

T: 301-469-5900 F: 301-469-9586

www.legalseafoods.com Erica Daniel, General Manager,

email: edaniel730@yahoo.com

Business Profile: "If it isn't fresh, it isn't legal!" Great food and service. Private function room.

Sponsor: Margery Shrinsky, Membership Director

Lightning Express, Inc.

6935 Wisconsin Avenue, Suite 520, Chevy Chase, MD 20815

Todd Elliott President

T: 301-718-8630 F: 301-652-2422

email: toddelliott@usa.net

Business Profile: Same day delivery company. We offer super fast service at a low cost.

Sponsor: Margery Shrinsky, Membership Director

Natelli Homes, L.L.C.

806 West Diamond Avenue, Suite 300, Gaithersburg, MD 20878

Robert H. Johnson, President

T: 301-670-4020 F: 301-258-7453

www.NatelliHomes.com

email: rjohnson@natellihomes.com

Business Profile: Natelli custom homes and renovations is an award-winning builder uniquely staffed to create new or renovated homes.

Sponsor: Lilliam Machado, The Machado Law Firm

Next Day Blinds

8251 Preston Court, Jessup, MD 20794

Shannon Leckliter, Director of Human Resources

Steve Freishtat

T: 240-568-8800 F: 240-568-8882

www.nextdayblinds.com

email: shannonl@nextdayblinds.com

Business Profile: Retailer and manufacturer of custom window blinds and shutters.

Sponsor: David Freishtat, Shulman, Rogers, Gandal, Pordy & Ecker, PA

Nuts & Bolts Interactive, Inc.

11160 Veirs Mill Road L-15, #151, Silver Spring, MD 20902

Ryan Chapin email: rchapin@nbinteractive.com

T: 301-946-5400

www.nbinteractive.com

Business Profile: Nuts & Bolts Interactive develops serious websites for small businesses. Since 1997, we have been building websites that are geared towards the specific needs and requirements of small businesses.

Sponsor: Margery Shrinsky, Membership Director

OfficeTeam

15245 Shady Grove Road, Suite 440, Rockville, MD 20850

Amy Hyman

T: 301-590-3100 F: 301-590-3102

www.rhi.com

email: amy.hyman@officeteam.com

Business Profile: International specialized staffing service.

Sponsor: Margery Shrinsky, Membership Director

Onsite/Aerotek Companies

15400 Calhoun Drive, Suite 180, Rockville, MD 20855

Alevia Colwell, Recruiter

Terrance Buckley, Julie Dacar, Jason Ludicke

T: 301-315-1880 F: 301-315-1891

email: acolwell@onsitecompanies.com

Business Profile: Onsite/Aerotek is a recruiting and staffing firm specializing in the industries of manufacturing, distribution, engineering, architecture and scientific. We assist local and national companies with their hiring needs.

Sponsor: Margery Shrinsky, Membership Director

Whenever you need a service, you have the resources listed below:

- The 2002 Membership Directory & Business Referral Guide
- Visit the Chamber's website www.bccchamber.org and click on the "business directory"
- The monthly ChamberNews, which can also be found online on the Chamber's website – click on "events calendar" and "Newsletter"
- Call the Chamber office – the staff will be happy to assist you

New Members

continued from p.7

RMA Halpine Amoco

1910 Rockville Pike, Rockville MD 20852

Robert Alexander, President

Business Profile: Service station – catering to fleets, detailing vehicles, mechanical work and gasoline sales.

Sponsor: Jack Alexander, AMR Commercial Real Estate

T: 301-881-8646 F: 301-881-8647

Rehabilitation Opportunities, Inc.

19548 Amaranth Drive, Germantown, MD 20875

Tenille Ademiluyi, Program Director

Business Profile: Rehabilitation Opportunities, Inc. is a non-profit organization providing hand assembly services including labeling, folding, inserting, shrink-wrapping and packaging services.

Sponsor: Darlene Avery, Rehabilitation Opportunities, Inc.

T: 240-686-0866 F: 240-686-0856

www.roiworks.org

Resident Gourmet Personal Chef Service

20013 Placid Lake Terrace, Germantown, MD 20874

John E. Bauhs, Chef

Business Profile: Solves your “What’s for Dinner?” question with delicious meals cooked from the finest and freshest ingredients in your own home.

Sponsor: Margery Shrinsky, Membership Director

T: 301-515-7716 F: 202-595-9777

www.residentgourmet.com

email: bauhsman@yahoo.com

Stanley and Associates, Inc.

PO Box 428, Great Falls, VA 22066

Mark Bare, Vice President Mid-Atlantic Division

email: melliottbare@aol.com

Business Profile: Consultants in business development training staffs in all aspects of selling skills: cold calling networking, referrals, questioning techniques, etc. Specialists in training for non-selling professionals.

Sponsor: Margery Shrinsky, Membership Director

T: 571-216-6481

Superior Home Mortgages

3720 Farragut Avenue, Kensington, MD 20895

Chris Warner, Regional Director

Business Profile: A full-service mortgage-banking firm dedicated to helping people to buy, build or refinance.

Sponsor: Jennifer Warner, SunTrust Bank

T: 301-962-4900 F: 301-962-4980

email: jcwarner@supmort.com

TNT Healthcare

901 Devere Drive, Silver Spring, MD 20903

Lauren O’Connor, Care Entrée Area Marketing Manager

Business Profile: Affordable healthcare for large businesses (51+), small businesses (1-50), self-employed and unemployed.

Sponsor: Margery Shrinsky, Membership Director

T: 301-439-2236 F: 301-439-9655

www:TNThealthcare.com

email: ugethealth@aol.com

The Washington Group

6707 Democracy Blvd., Suite 500, Bethesda, MD 20817

Terry Taylor, Financial Services Representative

Business Profile: Comprehensive financial planning for individuals and employee benefits for small to medium size companies.

Sponsor: Margery Shrinsky, Membership Director

T: 301-581-7286 F: 301-581-7272

www.twg-mm.com

email: tataylor@finsvcs.com

Legislative Update

Post Election Blues

By Ron Resh, Public Affairs Consultant

Six months of tumultuous Maryland politics are over. Beginning with a questionable redistricting plan ultimately redrawn by the courts, through hotly contested primary and general election races, the victors have prevailed and now await the moment when they take the oath of office for their hard-fought positions. Ordinarily this would be a time for celebration. But as any knowledgeable local or state elected official is well aware, celebrations this election cycle will be short lived.

Facing the Governor, the General Assembly, the County Council and the County Executive are fiscal problems of major proportions. Most of these originate at the state level and result from declining revenues and overspending. These difficulties will adversely impact the counties, and will ultimately affect all taxpayers and residents throughout the state.

Maryland faces an operating budget deficit of \$1.7 billion through next fiscal. If the economy remains stagnant, this deficit could grow worse. There is also a requirement for the state to fund \$1.3 billion in mandated education aid. In addition, the Transportation Trust Fund has a projected shortfall of \$29 billion over the next eighteen years, and this does not include projects such as the Intercounty Connector and the Purple Line. Cutbacks in spending, including reduction in aid to the counties, and tax increases will be the order of the day.

Beginning in January and continuing over the next several years, the General Assembly will be considering revenue-generating proposals such as increases in the sales, property and gasoline taxes, expansion of the sales tax base, and authorization for slot machines at certain locations in the state.

Certain to be affected by drastic reductions in state spending, Montgomery County is preparing to deal with its own cutbacks in spending, delays in capital projects, and increases in taxes and fees.

Although it will be up to our newly elected officials to develop and act on the details of these proposals, we can be sure that in one way or other we all will have to bear our fair share of the burden. That is no cause for celebration either for our elected officials or us.

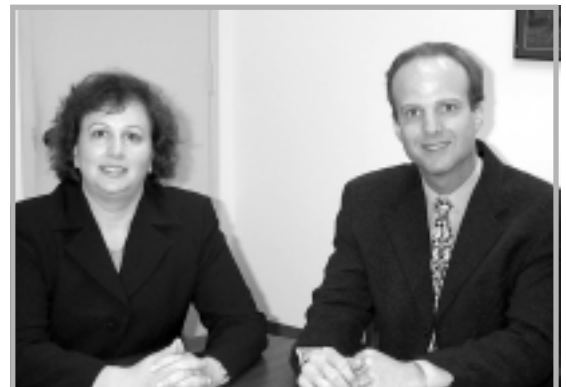


Success Stories

Financial planning and estate planning must work hand in hand to ensure that clients achieve their objectives and only a team of qualified and caring professionals can ensure that clients achieve their specific goals.

Lena Barnett, Esq. (an estate planner) and Marc Schliefer, CFP, Equity Planning Institute, Inc. (a financial planner) were introduced by a fellow Chamber member. Marc and Lena quickly discovered they have similar philosophies regarding their professional obligations and client service. Additionally, their training and strategies compliment one another, enabling them to provide comprehensive and personalized service to their clients.

It is not only difficult for clients to find trustworthy, established, caring and knowledgeable advisors, it is also difficult for advisors to find team members that can work with such synergy. Marc and Lena have done this and have referred many clients to each other. They have also become each other's client. One and one equals eleven and their clients love it.



County Wide Breakfast – Tuesday, October 15



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BCC Chamber and Local Business Community Step Up to Aid Families of Sniper Attacks

At an October 14th press conference, the Greater Bethesda-Chevy Chase Chamber, Montgomery County Chamber of Commerce, and Greater Washington Board of Trade, announced a joint effort, in partnership with the Victims Rights Foundation, to raise funds to aid the families of the sniper shootings that have taken place throughout the Washington region. Attended by local and national media, representatives of several of the participating Chambers were on hand at the press conference, along with Chamber members Greg Wims (Hammer and Nails), President of the Victims Rights Foundation and Al Nettles (Comcast), a board member of the Victims Rights Foundation. Members of the family of Sarah Cruz Ramos, one of the first victims of the sniper shootings who was killed near Leisure World, were also on hand.



With the tips reward fund having reached \$500,000, thanks to the generosity of numerous businesses and individuals throughout the community, it was obvious that there was a need to begin focusing on the families of the victims. Support for this effort has grown in a very short time. Other organizations joining this effort include the Hispanic Chamber of Montgomery County, the Rockville Chamber, the Greater Silver Spring Chamber, as well as the US Chamber of Commerce, which has communicated the need for assistance to over 1000 chambers of commerce throughout the United States.

“We are so pleased and grateful to see the outpouring of support from the business community,” said Wims. All proceeds will be divided among the families and will go to establish scholarships for children, assist with rent and other expenses for those families who are in need, and other direct help as they struggle to rebuild their lives. To contribute to this worthwhile effort, please make checks payable to the Victims Rights Foundation and bring to a teller at any local SunTrust Bank branch or mail to: **Victims Rights Foundation, 814 West Diamond Ave, Ste 200, Gaithersburg, MD 20878.**

For more information, contact Greg Wims at (301) 212-4141.



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For more information on the Master Business License program, contact the MBL Call Center at (202) 442-4311, or go to <http://mbl.dc.gov>.

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