



CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

New Fall Event — Celebrate: Business and the Arts Gala

The Greater Bethesda-Chevy Chase Chamber of Commerce is pleased to introduce its premier fall event **CELEBRATE Business and the Arts Gala**. 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 black tie optional event will be held in the exclusive Grand Lobby of the Chevy Chase Bank Headquarters on Tuesday, October 22, 2002.

C E L E B R A T E
business and the arts

Guests will have the opportunity to network and discover the numerous cultural elements that exist in the Bethesda-Chevy Chase Community. A variety of superb art and musical entertainment will be selected from the Bethesda-Chevy Chase Community to entertain guests.

Honorary Chairman, Alexander R. M. Boyle, Vice Chairman, Chevy Chase Bank, invites all Chamber Members to join him at this avant-garde event. Sponsors include Chevy Chase Bank, Washington Business Journal, Ridgewells Caterers, The Chevy Chase Land Company and Text Design. Tickets are \$100 per person. Look for your invitation in the mail soon. For more information about the event, contact Holly Persinger at 301-652-4900 x201 or hpersinger@bccchamber.org.

Time is Running Out!

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

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*The Greater Bethesda-Chevy Chase
Chamber of Commerce
requests the pleasure
of your company
at its
Annual Legislative Reception*

Wednesday, October 2, 2002
5:30 p.m. to 7:30 p.m.

Strathmore Hall Arts Center
10701 Rockville Pike
North Bethesda, MD 20852

RSVP by September 27, 2002
301-652-4900
hpersinger@bccchamber.org

From the President



Lilliam Machado,
The Machado Law Firm

Now that summer is over, it's time to get ready for the busy and exciting months ahead. The Board of the Chamber had its annual retreat a few weeks ago and its plans for the coming year will ensure another successful year. Many thanks to the more than 35 Chamber leaders who came together to set the Chamber's priorities for the next fiscal year. *Your business* is our only business at the Chamber and here's how we plan to deliver more business to you:

- Give you and your business **VISIBILITY** through networking events, speaking and leadership opportunities, community service projects, business referral programs, and advertising and sponsorship opportunities;
- Provide you with **BUSINESS LEADS** through business referral programs like our Member to Member Discount Program, the Membership Directory and Business Referral Guide and the Business & Tech Expo, which together reach *thousands* of people seeking products and services in the Bethesda-Chevy Chase area;
- Give you and your business the **RESOURCES** you need to grow your business through timely and informative seminars, newsletter articles and other materials, the expertise of your fellow members, and our full-time lobbyist and committees to help you cut through red tape and solve problems; and
- Be your **ADVOCATE** before county officials and on issues of importance to the economic vitality of your business and our area, including transportation, land use, economic development, and, in this important election year, taxes.

We've got two new initiatives underway. First, we formed a Strategic Planning Committee, which is charged with long and short-term planning for the Chamber. If you have thoughts on where the Chamber should be heading, please share your ideas with me or committee chair Michele Horwitz Cornwell of The Chevy Chase Land Co. You will be receiving a short member survey by e-mail soon and I urge you to give us your opinion. The more results we get, the more meaningful the data will be. Second, we got the school year off to a great start for our kids with the new "Kids in Need Drive" where we collected school supplies for needy children. Thanks to the Bethesda Urban Partnership, Montgomery County Police, YMCA, NIH-NOAA, Comcast, Alex Inglese of Federal Realty Investment Trust and especially, Chris Renshaw of Text Design, Inc. for organizing this new effort.

Don't forget to put September 12 on your calendar for the Seminar Committee's important program and live webcast entitled "Disaster Planning: What You Need to Know and What You Need to Do." It's been one year since the terrible events of September 11 and the Chamber thought it was important for all businesses to review this vital information. Our Legislative Reception is on October 2 at Strathmore Hall and the new fall social event "Celebrate: Business and Arts Gala" is on October 22 at the new Chevy Chase Bank Building in Bethesda. Check the web site for additional information about these and other events at www.bccchamber.org.

Contact me, the staff or any member of the Board if you have any suggestions, concerns, or questions. Remember — *your business* is our only business.

Chamber Officers

President

Lilliam Machado, *The Machado Law Firm*

Immediate Past President

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

President-Elect

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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*

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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*

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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

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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



On June 6th at the **Hyatt Regency Bethesda, Snyder, Cohn, Collyer, Hamilton & Associates, P.C.** had the pleasure of commemorating

Stanley Snyder's 50th anniversary with the firm. Over 200 well wishers attended the event where Managing Partner **Eddie Snyder** presented Stanley with a significant donation from the firm to the MS Walk, a cause that Stanley has dedicated much of his time and energy over the years. Stanley continues active involvement in the firm, heading up the small business mergers and acquisitions area. This year is a year of milestones at Snyder Cohn, September also marks the celebration of their firm's 75th Anniversary. Congratulations!

W.C. & A.N. Miller Companies, celebrating its 90th year as Washington's leading real estate firm, named **M. Robert Campbell** its new accounting manager.

As of July 1st, **Millennium Technology Group** has officially moved to Bethesda at 4711 Maple Avenue. Telephone: 301-913-9775; F: 301-913-9774, website www.mtgcpc.com.

For over 2 years, Millennium has been in the business of helping clients improve and maintain their technology and multimedia solutions.

Claudia Macelaru, Councilor, Buchanan & Mitchell, P.C., received a Master of Accountancy from The George Washington University School of Business and Public Management and received a Master of Accountancy Award. This Award is given to recognize outstanding academic achievement.

Local community businesspeople joined bank directors, management, and staff for the grand opening reception and ribbon cutting of **EagleBank's** new Shady Grove office on June 11. The new office is the bank's sixth branch and marks the continued expansion in Montgomery County of the \$280 million Bethesda-based community bank.

If moving is a consideration, you may want to attend this seminar given by **Linda Beer, Long & Foster Realtors, Bethesda Gateway** on discovering the necessary steps to take when selling a home in today's market. The seminar will be held at Sibley Hospital, 5255 Loughboro Road, NW in the Renaissance Building Room 1 on September 19 from 10:30 a.m.–11:30 a.m. To register call 202-364-7602.

Please note that Marsh, Fleischer & Quiggle, Chtd., has changed their firm name to **Oppenheimer, Fleischer & Quiggle, P.C.** The domain name portion of their e-mail address has changed as well, to www.OFQLaw.com. The firm's practice areas remain unchanged — estate planning, estate and trust administration, civil litigation, employment law, non-profit organizations and trade. Their mailing address and telephone numbers also remain the same.

Envision Technology announced the launch of Literacy FEAT, a nonprofit organization to increase the literacy of students with learning difficulties through the use of inclusive assistive technology. Literacy FEAT will fund and support appropriate state-of-the-art inclusive assistive technology to schools with need; provide teacher training for the successful implementation of assistive technology; provide ongoing user and technical support and more. For more information contact Literacy FEAT, Foundation for Educational Assistive Technology 301-652-8887.

Shark Club & Pacific Grille under new ownership/management announce the appointment of **Rob Despres** as club General Manager. Mr. Despres has acted as Bar Manager for the past three years.

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.

2002-2003 Legislative Agenda of the Greater B-CC Chamber

By Ron Resh, Public Affairs Consultant



The following is the Chamber's 2002-2003 annual Legislative agenda, approved at the annual Leadership Retreat in July. For more information contact Ron Resh at 301-649-2169.

I. Economic Development

- **Promotion and Marketing of Bethesda, Chevy Chase, North Bethesda and Friendship Heights** — Support programs to highlight and attract business, consumers and investment to the Greater Bethesda-Chevy Chase region and to all commercial locations within that area.
- **Café Seating Requirements** — Support easing of outside café seating restrictions, which currently limit the operating potential of restaurants in the Greater Bethesda-Chevy Chase area.
- **Arts and Humanities** — Support continued funding, promotion and assistance for Arts and Humanities programs and facilities throughout the Greater Bethesda-Chevy Chase area.

II. Smart Growth

- **Bethesda Stage II Development** — Continue to support lifting restrictions currently blocking Bethesda's further economic potential and advancement of Bethesda CBD to Stage II phase of development.
- **Retail-Housing Mix** — Continue to support mixed-use development in appropriate CBD areas.
- **Non-conforming Use Restrictions** — Support removal of non-conforming use restrictions for older buildings in the CBD. Current local restrictions hinder the marketability of those buildings and block their optimum use.
- **CBD Zone Revisions** — Support zoning text amendments necessary to meet any of the goals and objectives of the foregoing development issues. Also support consideration of a new CBD zone to improve creativity where the optional method of development is not tied to the size of the lot.

III. Transit/Transportation

- **Key Transportation/Transit Projects** — Support completion of projects such as the Bethesda-Silver Spring Georgetown Branch Light Rail, the Montrose Parkway, and the Intercounty Connector. Support study of a Techway linking the Montgomery County and Northern Virginia technology corridors.
- **Alternate Modes of Transportation** — Support funding for development, operation and promotion of alternate modes of transportation such as transit ridership incentives, expansion of Bethesda 8 Shuttle service, bike paths, pedestrian walkways, and monorail.
- **Parking Lot Development and Maintenance** — Support funding for development, operation and maintenance of parking facilities needed to meet infrastructure demands.

III. Public Safety

- **Pedestrian Safety** — Support funding for implementation and promotion of pedestrian safety measures throughout the Greater Bethesda-Chevy Chase area.
- **Police and Fire** — Support funding and assistance for police and fire facilities and operations throughout the Greater Bethesda-Chevy Chase area.
- **Street Lighting** — Support funding for timely maintenance and upgrading of street lighting throughout the Bethesda CBD and transfer of this responsibility to the Bethesda Urban Partnership.



It's That Time of Year!

The Holidays are Just Around the Corner

Planning a Holiday Party

Let the Shark Club & Pacific Grille be your host

We offer a wide range of menu options

From Sit down Dinners, Buffets and

Cocktail Receptions

We will design an event to your specific

budget and needs

The Shark Club & Pacific Grille

Is the perfect place for a great event

Your guests can play pool, dance or enjoy

our enclosed patio

For package options call

Teri Shulman Marketing Department (301)530-8292

Or Rob Despres GM (240)508-9124

4915 St Elmo Avenue

Bethesda, Maryland 20814





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.

ADT Security Services

2-8 Metropolitan Court, Gaithersburg, MD 20878
Felix Speight, Small Business Sales Manager
Azim Vaiya, Small Business Sales Representative

Business Profile: Providing small business community with asset management/asset protection solutions while minimizing liability issues.

T: 301-212-8300 F: 301-990-8822

www.adt.com

email: fspeight@adt.com

Sponsor: Margery Shrinsky, Membership Director

AmeriDream Debt Solutions, Inc.

18310 Montgomery Village Ave., Suite 300
Gaithersburg, MD 20879
Keith A. Williams, Program Director

Business Profile: AmeriDream Debt Solutions (Ads) is committed to empowering consumers via counseling, education, resources, and debt management to regain and maintain financial stability.

T: 301-987-5138 F: 301-987-5139

www.ameridreamdebt.com

kwilliams@ameridreamdebt.com

Sponsor: Margery Shrinsky, Membership Director

The Arel Group, L.L.C.

7805 Old Georgetown Road, Bethesda, MD 20814
Ricardo Casillas, President

Business Profile: Home improvement/renovations and design/build services.

T: 301-951-7990 F: 301-951-7991

www.thearelg.com

email: the.arelgroup@verizon.net

Sponsor: Margery Shrinsky, Membership Director

Brown & Bigelow

18478 Stone Hollow Drive, Germantown, MD 20874
Anita Berns, Account Executive

Business Profile: Promotional identity products: calendars; gifts; playing cards; foil certificates; books; choice wearables, trade show giveaways; prompt attentive service.

T: 301-972-2676 F: 301-972-2676

www.browndanbigelow.com

Sponsor: Tom Murphy, EagleBank

CLB Printing Company

10580 Metropolitan Avenue, Kensington, MD 20895
Chuck McBride, President
Jerry Mitchell

Business Profile: High quality sheet Fed printers, producing full color work. CLB is known for excellent service, deadline compliance as well as quality.

T: 301-933-5220 F: 301-933-2498

www.clbprinting.com

email: cmcbride@clbprinting.com

email: jmitchell@clbprinting.com

Sponsor: Margery Shrinsky, Membership Director

Colwill Design Group LLC

6931 Arlington Road, Suite 301, Bethesda, MD 20814
Colwill, President

Business Profile: A full-service graphic design group: print media, web media, direct mailing, seminar/conference design.

301-657-7725 F: 301-657-7727

www.colwilldesign.com

email: cdg@cdgllc.com

Sponsor: Margery Shrinsky, Membership Director

Davelle Associates

6205 Brookside Drive, Chevy Chase, MD 20815
David Patrick, President

Business Profile: Davelle Associates markets to small and medium-sized businesses – employee benefit communications and voluntary supplemental benefits.

T: 301-654-0151

email: davepatricksr@yahoo.com

Sponsor: Margery Shrinsky, Membership Director

La Miche

7905 Norfolk Avenue, Bethesda, MD 20814
Adam Tepper, Owner/General Manager

Business Profile: Country French cuisine, with menu printed daily.

T: 301-986-0708 F: 301-718-1063

Sponsor: Margery Shrinsky, Membership Director

Menkis Real Estate

13023 Turkey Branch Parkway, Rockville, MD 20853
Sid Menkis

Business Profile: Menkis Real Estate is committed to providing a fresh perspective to the age-old field of residential and commercial real estate. Committed to the key principals of sound business decisions and client representation, Menkis Real Estate would welcome the opportunity to discuss a personalized plan to meet your unique real estate needs.

T: 301-929-6562 F: 301-929-5786

email: ssmenkis@aol.com

The Meridan Group

3 Bethesda Metro Center, Suite 610, Bethesda, MD 20814
Bruce Lane, Vice President

Business Profile: Commercial real estate and investment/finance.

Sponsor: Diane Dantagnan, Realty Management Company

T: 301-718-0800 F: 301-718-9444

Potomac Asset Management Company

3 Bethesda Metro Center, Suite 530
Bethesda, MD 20814
Tom Parnell, Director of Business Development

Business Profile: PAMCO is a SEC registered investment advisor utilizing a mid-cap growth equity strategy. PAMCO invests in stocks and bonds for higher net worth families and institutions.

Sponsor: Margery Shrinky, Membership Director

T: 301-657-2300 F: 301-657-2304

www.potomacasset.com

email: tparnell@potomacasset.com

Safeguard Business Systems

9013 Wandering Trail Drive, Rockville, MD 20854
Neil Waldman, Distributor

Business Profile: Business and promotional printing and corporate apparel.

Sponsor: John Fineran, Atlantech Online, Inc.

T: 301-340-1206 F: 301-251-1163

www.gosafeguard.com/nwaldman

email: sgwaldman@prodigy.net

Technologies for Health

14620 County Creek Lane, North Potomac, MD 20878
Sallie Vollmer, President

Business Profile: We market state-of-the-art health care technologies for an international research and development company.

Sponsor: Margery Shrinky, Membership Director

T: 301-785-0128

email: sallie@technologies4health.com

Trader Joes

6831 Wisconsin Avenue, Bethesda, MD 20814
Jeff Jones, Captain

Business Profile: A unique grocery store offering unusual and different foods at food prices in an exciting, fun and customer service driven atmosphere.

Sponsor: Margery Shrinky, Membership Director

T: 301-907-0982

Unique Specialties, Inc.

2730 University Blvd. West, Suite 200
Silver Spring, MD 20902
Martin Kobren, Vice President

Business Profile: Distributor of promotional products and provider of warehousing and fulfillment services.

Sponsor: Jennifer Warner, SunTrust Bank

T: 301-949-6999 F: 301-949-7191

www.uniquespecialtiesinc.com

email: unique@specialties.org

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

No experience is needed — we need YOU!

Every day we do business with people we know. Are they members of the Greater Bethesda-Chevy Chase Chamber of Commerce? Joining the chamber is simply good business. Not only do people have the opportunity to promote themselves and their businesses, they will have an effective conduit to shape and improve the future of the community. People like to do business with people they know ... and if they are not already members, invite them to join one of the leading business organizations of Montgomery County.

No experience is needed — we need YOU, your Rolodex or Palm and cell phone. Join the members of the Chamber's Board of Directors and Membership Committee on **Tuesday, September 24** or **Wednesday, September 25** from 10:00a.m. to Noon or 1:00-3:00p.m. in the Chamber office. To be placed on a team, please contact Margery Shrinky at 301-652-4900 or mshrinky@bccchamber.org. McCormick & Schmick's Seafood Restaurant will provide something special for the winning team.





The Scoop on 360° Virtual Tours

by David Roe (EMR Group), Member, Technology Resources Committee

If you currently have a website, or are thinking of developing one, you may want to consider how 360° Virtual Tours may enhance your online presence. Local businesses currently employing this technology include commercial and multifamily real estate, property management, custom homebuilders, hotels, health clubs, conference organizers, health care facilities, and interior, kitchen and bath remodeling firms.

If a picture is worth a thousand words....

Conventional 2D flat photography is ubiquitous on the web and only allows the user to view limited aspects of the subject matter being photographed. 360° virtual tour photography gives you a competitive edge and offers visitors to your site a more interactive experience.

Virtual tours are easily integrated into existing websites and do not require any special software or plug-in's for the user to pre-install. Unlike streaming video, virtual tours are accessible to everyone online, downloading in only just a few seconds (across a 56 kbps connection) and almost immediately over DSL or cable modems. Finally, virtual tours are inexpensive to produce and you can leverage a single image in a variety of ways for a one-time production fee.

Questions to ask you when looking for a Virtual Tour provider/photographer.

1. Will I own the images?
2. Can I customize the image with my company logo?
3. Can I get a proof image(s) so I can pick and choose the shots I like before the final is produced?
4. Can I add voice or music?
5. Will the Virtual Tour provider work with my Webmaster to ensure that the images are posted properly to my website?
6. Do I get thumbnail images I can use as "clickable" "preview" shots on my website?
7. What formats can I have the Virtual Tour delivered in? (iPIX, Quicktime, java, etc...)

For more information, please contact David Roe at 301-530-9061 or info@emr360.com.

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

Coming This Fall ...

C E L E B R A T E
business and the arts

Combine fine art, stunning style and community excitement... Just simply perfect!

Career Partnership Day slated for April 3, 2003

By Roger Kruse (Residence Inn by Marriott), Chair, Education Committee

With a continuous focus on building our business community, The Greater Bethesda Chevy Chase Chamber of Commerce is committed to sponsoring “future business leaders” from our local high schools. With that said, our Tenth Annual Career Partnership Day is scheduled for April 3, 2003. Educators from our three local high schools, Bethesda Chevy Chase High School, Walt Whitman High School, and Walter Johnson High School along with the Chamber’s Education Committee will begin to meet in September for the planning of this upcoming event.

Past participation in this event from the Junior and Senior classes has been over 200 students. The satisfaction level rated by those who participated was an overwhelming 97% satisfied. One student stated that by participating in this Career Partnership Day, it helped to guide her future career plans. In 2002, we had 105 businesses in the Bethesda-Chevy Chase community participate in this event. When surveyed if they would participate again, all of them responded with a 100% commitment.

Past participation in this event in the Junior and Senior classes has been over 200 students.

In the past, both high schools and local businesses have financially supported the event. If your company or organization would like to provide financial support to continue this very successful event into its tenth year, please contact Margery Shrinsky at the BCC Chamber Office for further details, 301-652-4900.

We will keep you updated about Career Partnership Day as the 2002/2003 school year moves forward. With your support, we are committed to making the Tenth Annual Career Partnership Day the best ever.

Wanted — Ambassadors

Am·bas·sa·dor

1: an official envoy; *especially* : a diplomatic agent of the highest rank accredited to a foreign government or sovereign as the resident representative of his own government or sovereign or appointed for a special and often temporary diplomatic assignment

2: an authorized representative or messenger

We are NOT searching for Diplomatic agents of the highest Rank!

The Greater Bethesda-Chevy Chase Chamber is asking its members of one or more years to become an authorized representative to help maintain the image of being the “friendliest Chamber” in Montgomery County.

All ambassadors will extend their warmest welcome to Chamber members and their guests at Chamber events. All ambassadors will be identifiable by a blue ribbon.

NO experience necessary

We will provide smile training upon request

To become a member of our friendly team please contact Anita Segreti, Anita Segreti Insurance, Inc., Vice-President, Membership Development, anita@asegreti.com or Margery Shrinsky, Membership Director mshrinsky@bccchamber.org.



Success Stories



By Jack Kenner, Keller Graduate School of Management of DeVry University

As Corporate Liaison for the Keller Graduate School of Management, I was asked to handle all preparations for exhibiting at the National SHRM Conference. This new responsibility was assigned with little advance notice. Consequently, I needed quality promotional products at a competitive prices, and prompt delivery to meet our event deadline. I had the good fortune of meeting Christine Brouwer and James Warlick of Colorworks Promotions, at a late April Chamber event. Colorworks Promotions came through with “flying colors”. They recommended the right promotional items consistent with our budget and time frames. Most importantly, Colorworks shipped the promotional products to arrive on time for this very important event. I was so impressed by their excellent service that I have recommended them to my university colleagues in the Greater Washington, DC area. Bottom line, Keller’s exhibition at the conference wouldn’t have been as successful without the great contacts I made through my participation with the Chamber.

Members like to do business with people they know and trust — other Chamber members.

If you have a similar Success Story to share with Chamber members, please email mshrinsky@bccchamber.org or call 301-652-4900 Ext. 201.

Calendar Check

Upcoming Events

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.

Monthly Member Lunch

Wednesday, September 4, 12:00-1:30pm

Sponsored by Dr.'s Kantakevich, Doring and Perez-West, at Willie & Reed's — 4901-A Fairmont Avenue, Bethesda

Business After Hours

Tuesday, September 10, 5:30-7:00pm

Sponsored by/at Rock Bottom Brewery — 7900 Norfolk Avenue, Bethesda

Power Networking Breakfast

Tuesday, September 17, 7:15-9:00am

Sponsored by Back to Health at Kenwood Country Club — 5601 River Road, Bethesda

Special Smart Business Seminar

Thursday, September 12, 8:00-9:30am

“Disaster Planning for Business – What You Need to Know, What You Need to Do.”

Presented by Bill Delaney, Montgomery County Fire & Rescue Service; Luther Reynolds, Montgomery County Police Dept.; George Curran, Bond Beebe and Shari Julian, Keller Graduate School of Management at the Chamber Office — 7910 Woodmont Avenue, Bethesda

Smart Business Seminar

Thursday, September 19, 8:00-12:00Noon

“Business Development: Marketing Strategies” Presented by Montgomery College at Keller Graduate School of Management — 4550 Montgomery Avenue, Suite 100 North, Bethesda

Time is Running Out! — continued from page 1

Don’t miss out on reserving your advertising space in the 2003 Membership Directory & Business Referral Guide. For as little as \$23 a month, you will have a year’s worth of promotion.

Here is what fellow Chamber members had to say: Tina Burks, Sign*A*Rama, “A chamber member saw our ad in the Guide and they are now using us for their window graphics. Our walk-in traffic also increased!” Barry Cogan, Realty Executives: “Real estate is a very competitive business and the Guide provides a cost-effective and powerful way to position our firm’s name both in front of prospective clients who are relocating to the metropolitan Washington, and those who already live and work in our community.”

To reserve your space by September 30, fill out the enclosed advertising contract or call Margery Shrinsky, 301-652-4900 or mshrinsky@bccchamber.org.

Chamber Hosts Contingency Planning Seminar Online

The Greater Bethesda-Chevy Chase Chamber of Commerce in cooperation with Keller Graduate School of Management is hosting a special online Webcast entitled “*Disaster Planning for Business: What You Need to Know, What You Need to Do*” on September 12, 2002 at 8:00 a.m. EST. Webcast is a web conference that replaces in-person meetings by allowing presentations to be shared over the internet.

Moderated by Captain Luther Reynolds, Montgomery County Police, the webcast presenters will include:

- Bill Delaney
Program Manager, Community Safety Education, Montgomery County Fire and Rescue Service
- Dr. Shari Julian
Curriculum Manager for Security Management Programs at the Keller Graduate School of Management
- George Curran
CPA, a principal in Bond Beebe Advisors and Accountants.

For more information, or if you would like to attend this seminar at the B-CC Chamber or participate online, contact Holly Persinger, Events & Marketing Manager, at 301-652-4900 x202 or hpersinger@bccchamber.org. Online participation and sign-up instructions will be sent to all registrants prior to the event. Please note this important date on your calendar!

Chamber

• Photo Gallery



Marriott Senior Living Services sponsored the Monthly Member Lunch on July 24, 2002. (Pictured is Laurie Vasbinder, Marriott Senior Living Services.



President-Elect Tom Murphy and George Delatorre at the Monthly Member Lunch, hosted by Austin Grill.



Members enjoy networking at the monthly breakfast- July 16, 2002.

Welcome Gloria Arnold!

Please welcome the Chambers new staff person Gloria Arnold. Gloria is the new Finance and Program Manager. Gloria comes to the chamber with more than 20 years of bookkeeping, administrative and public service experience. Gloria can be reached at 301-652-4900, x200 or garnold@bccchamber.org.



**The Greater Bethesda-Chevy Chase
Chamber of Commerce**
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**Save
the Date
for these
upcoming
Special
Events**

Annual Legislative Reception

Wednesday, October 2, 2002

Strathmore Hall Arts Center from 5:30-7:30pm

This annual event offers an occasion for Chamber businesspeople and elected and appointed government officials to meet and informally discuss issues affecting our local economy and the quality of life in the Bethesda-Chevy Chase community.

Celebrate... Business and the Arts Gala

Tuesday, October 22, 2002

Chevy Chase Bank Headquarters from 6:00-9:00pm

Celebrate will provide members with the opportunity to network and discover the cultural elements of the Bethesda-Chevy Chase Community. This fabulous black tie evening will consist of elegant music, outstanding food and exceptional art in the Grand Lobby of The Chevy Chase Bank Headquarters.

Business & Tech Expo

Tuesday, February 18, 2003

Hyatt Regency Bethesda from 9:00am-3:00pm

The Business & Tech Expo 2003 will allow over 60 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.

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