

**A monthly publication of the Calvert County Chamber of Commerce.**

*P. O. Box 9 Prince Frederick, MD 20678-0009 (located at 120 Dares Beach Road)*

*www.calvertchamber.org (410) 535-2577*

*calvertchamber@calvertchamber.org*

**State Legislative Wrap-Up Breakfast**

**Monday, April 18, 2011 8:30 to 10:00 a.m.**  
**Hilton Garden Inn Solomons**

**Sponsored By:**

**Comcast,  
Constellation Energy Nuclear Group  
Dominion  
SMECO**



**Invited Speakers:** *Senator Thomas V. "Mike" Miller; Senator Roy Dyson;  
Delegate Anthony "Tony" O'Donnell; Delegate Mark Fisher; Delegate James E. Proctor, Jr.;  
Delegate Joseph F. Vallario, Jr.*

The chamber is pleased to host this event that will give members an opportunity to hear our State Delegation share their opinions about legislative issues that were resolved during this most recent legislative session.

**\$35 per member/\$50 non-member Reservations and payment required by April 13, 2011.**  
**No walk-ins can be accommodated.**

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CalvertCounty  
Chamber](http://www.facebook.com/CalvertCountyChamber)

**15th Annual Golf Classic**

**Friday, May 20, 2011**  
**Chesapeake Hills Golf Club**

**Presented By:** PNC Bank & The Show Place Arena  
**Sponsored By:** Community Bank of Tri-County, Fantasy  
World Entertainment, & SMECO  
**Beverage Cart:** First Home Mortgage, Darren Rickwood

**Awards Luncheon Sponsored By:**  
**Constellation Energy Nuclear Group**

**"On the Go" Breakfast Bags Sponsored By:**  
**Hilton Garden Inn & the Great American Grill**



( See pg. 6 for more details )

**The Navigator is published by**

The Calvert County  
Chamber of Commerce  
P. O. Box 9  
Prince Frederick, MD 20678-0009  
www.calvertchamber.org  
calvertchamber@calvertchamber.org

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**BUSINESS AFTER HOURS**

April - ARC of Southern Maryland  
May - Davis, Upton & Palumbo LLC &  
Maryland Trust Title & Escrow, LLC

June - PNC Bank

July - Mini-Expo

August - Asbury~Solomons Island

September - Department of Social Services

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**THE MEMBER-TO-MEMBER DISCOUNT PROGRAM**

**35 Participants Providing Various Discounts to Chamber Members**

In today's changing economy the Calvert County Chamber of Commerce provides many valuable resources to help businesses succeed. Among these are member to member discounts available exclusively to Chamber members and their employees.

- |   |   |                                       |
|---|---|---------------------------------------|
| Alexander Chiropractic Center               | American Bellydance, LLC                          | Arbonne International, Victoria Ronan |
| Arc of SO MD Chapter                        | Armory Road Self Storage & 231 Self Storage       | B-Sure Home Inspection                |
| Calvert Business Machines/One Source        | Cash Flow Plus                                    | Choice Home Center                    |
| Discount Realty Services, USA Sandra Monger | Dunkirk Chiropractic Center                       | DiGiovanni's Dock of the Bay          |
| Family Auto Mercedes BMW Specialist         | Gateau Physical Therapy                           | Expressions Catering                  |
| Jax Photography                             | Glover's Septic Services, Inc. & Portable Toilets | J & J's Physical Therapy              |
| Jon S. Frank & Associates                   | Keep Well Fitness Center                          | Law Offices of Julie A. Scheibal      |
| Little Protégés Early Learning Centre       | Mary Lou Too Charters                             | Meraj Dental Spa                      |
| Polk Insurance & Investments                | Shelden Studios, LLC                              | Silpada Designs, Barbara Huber        |
| Tek-NiqueInk                                | Sisk Auto Body                                    | The Baynet.com                        |
| Infinite Errands                            | The Calverton School                              | Wemyss Liquors                        |
| Nature's Way To Health                      |   |                                       |

Visit [www.calvertchamber.org](http://www.calvertchamber.org) for a list of discounts available to you as a Chamber member or call (410) 535-2577 to find out how you can provide a discount to your fellow Chamber members!

# Press Releases

## CSM to Hold 2011 Tri-County Job and Career Fair.

. . . . The College of Southern Maryland will hold a Job and Career Fair from 10 a.m. to 2 p.m. on April 7th at the La Plata Campus, Physical Education (PE) Building, 8730 Mitchell Road, La Plata. Dozens of employers from the region will be available to discuss immediate jobs and future careers within their organization with CSM students and community members. CSM Career Services staff will be on-site to assist with interviewing techniques, resume writing and projected career demand. Visit [www.csmd.edu/CareerServices](http://www.csmd.edu/CareerServices) for the latest list of participating employers. Professional attire recommended as on-the-spot interviews are likely. Free. CSM Career Services, 301-934-7574 or [careerservices@csmd.edu](mailto:careerservices@csmd.edu).

## Southern Maryland Community Network will be hosting its 15th Annual Tribute to Mental Health Pioneers with our Golf Classic . . . .

The tournament will be held on Wednesday, May 4, 2011 at the Chesapeake Hills Golf Club in Lusby, Maryland. There will be a shotgun start at 8:30 a.m. Teams and single players may register before the tournament date or the morning of the event. Sponsorship and donation opportunities are available for this event. SMCN will be providing a light breakfast, hot dogs on the turn, a buffet lunch, door prizes, awards and more! Mulligan, 50/50 raffle and prizes for course designated games and more! For more information regarding registration fees, sponsorship opportunities, or general questions, please call Corey Hilliard x. 301. For more information about SMCN and our fundraising events visit our website at: [www.somdnetwork.org](http://www.somdnetwork.org) or find us on Facebook.

## CSM to Hold Benefit Concert & Silent Auction for John Lamiman. . . . .

This concert will be held at 3 p.m. on April 3rd at the College of Southern Maryland, La Plata Campus, Fine Arts Center Theater, 8730 Mitchell Road, La Plata. Lynn Hollyfield and Grace Griffith will present a program of inspirational songs from Celtic ballads to light jazz to intricate duo vocal harmonies, accompanied by Brazilian guitarist Richard Miller and Steve Wolf on bass. The program will include an eclectic repertoire with a focus on the beauty of nature in honor of John Lamiman. A former professor and coordinator of developmental English at the College of Southern Maryland, Lamiman was injured during a fall in July 2010, resulting in his paralysis. The CSM Faculty Senate Executive Board has established a PayPal account for donations to assist John and Claire Lamiman with the many expenses that are not covered by insurance. The benefit concert is being organized by the Lamimans' former neighbors of their Moyaone Reserve residence. During intermission a reception and silent auction will be held in the theater lobby. Tickets are \$25 or \$15 for students. For tickets, contact [www.csmd.edu/Arts/SpecialEvents.html](http://www.csmd.edu/Arts/SpecialEvents.html) or [bxoffc@csmd.edu](mailto:bxoffc@csmd.edu) or 301-934-7828.

## Training Grants Available for Local Businesses . . .

The State of Maryland has been awarded \$1 million of federal grant funds under the Workforce Investment Act earmarked for training incumbent employees. The grant program, Maryland Business Works, is designed to support existing Maryland businesses in the retention and growth of their workforce by increasing the skill level of their staff. Training and certification opportunities are selected by the employer based on individual needs - the application process is simple, approvals are quick, and the program reimburses 50% of covered costs.

Maryland Business Works grants are targeted for small business, the healthcare industry, and other specified demand occupations. Let Maryland Business Works aid you in providing the training and certifications your employees need to keep your business thriving. For additional information and eligibility requirements contact: Ruth Davis

Business Services Representative - Calvert County  
Tri-County Council for Southern Maryland 240-412-3360 or [rdavis@tccsmd.org](mailto:rdavis@tccsmd.org)

## Adult Day Care of Calvert County Asks You to "Swing Into Spring!" (And Possibly Win an iPad in the Process) . . . .

The Adult Day Care of Calvert County and Kelly McConkey's Tree and Landscaping presents "Swing Into Spring", featuring the Chesapeake Swing band. Join us on Saturday, April 9, 2011 at the Calvert Elks Lodge # 2620 in Prince Frederick from 7- 10 p.m. as we dance the night away and enjoy the sounds from the big band era and beyond! Come alone, with a date, but just come and enjoy live music with hot and cold hors d' oeuvres throughout the evening. Your ticket purchase also enters you into a drawing for an iPad, donated by Delegate Mark Fisher (MD) to be held at the event. If an individual cannot attend the event, one can still purchase tickets to the iPad drawing. Tickets for the "Swing Dance" cost \$20. All proceeds from this alcohol-free fundraiser benefits the Adult day Care of Calvert County, a 501 © (3) non-profit organization that provides compassionate services to frail adults with disabilities, and those suffering from Alzheimers Disease and other forms of dementia. For more information on the event, or to order tickets for the dance or the iPad drawing, call 410-525-0133. You may also place orders at [www.adcofcalvertcounty.org](http://www.adcofcalvertcounty.org)

## Four Generations of Workers Expected to Visit Job Fair. Free Events Prepare Students, Job Seekers for April 7 Event . . . .

The College of Southern Maryland is hosting its annual Tri-County Job and Career Fair for students and community members at the La Plata Campus April 7. "This is a different time in our community's history," said Assistant Director, Advisement and Career Services Lisa Warren. "It's the first time we have four generations of workers looking for jobs." Presented by the college's Career Services office, the job fair brings more than 40 area employers representing area hospitals; utility, real estate and insurance companies; federal and local government; and non-profit organizations to the campus. Businesses in Southern Maryland will be recruiting for current job openings as well as advising on future career opportunities and internships within their organizations. In addition to employer booths, human resources professionals from the Naval Research Laboratory will lead a workshop on the federal government hiring process with up-to-date information on new forms and procedures. Career Services will have a Resume RX table staffed by career professionals who will review and provide feedback and recommendations to participants throughout the day. Attendees should be ready to sit for an interview with an employer on the spot, said Warren. "That means you are dressed as you would be for an interview, you have a polished resume in hand and you have practiced how you will answer questions about your experience and goals." "A lot of people make the mistake of going to a job fair unprepared," said Warren. "There is a lot of work to do before you get there if you want to make the most of your day and if you want to make the best first impression."

Have business information you feel might be useful to share with other Chamber Members? Email Sharon Stuart ([sharon@calvertchamber.org](mailto:sharon@calvertchamber.org))

Deadline for submissions is the 12th of each month. Space fills up quickly so the earlier you submit an article the better chance you have for it to be included. Due to space limitations, the Chamber reserves the right to edit press releases received.

**THANK YOU TO OUR CHAMBER MEMBERS WHO DONATE DOOR PRIZES MONTHLY FOR OUR BUSINESS AFTER HOURS EVENTS.**

- Arbonne International-Victoria Ronan
- B & L Biz, Lynda Adams
- Infinite Errands
- Interlude, The Pet Resort & Spa
- My Phone Man
- Raleigh Weckbaugh, SendOut Cards
- Show Place Arena
- Silpada Designs-Barbara Huber
- Smoothie King

The Chamber is always in need of door prizes. If you are interested in donating prizes for our BAHs, please contact the Chamber at (410) 535-2577 or [calvertchamber@calvertchamber.org](mailto:calvertchamber@calvertchamber.org)  
 Businesses receive recognition in the Navigator, monthly BAH flyers and on the Chamber website.



The Chamber would like to thank Garner & Duff Flower Shop for their donation of roses for the Chocolover♥s Affair and Glover's Septic Services, Inc. & Portable Toilets for donating a Silent Auction item. They were inadvertently left off the list of donors in the March Navigator. Our apologies. We would like to thank all of the people who took the time to fill out our Chocolover♥s survey. We appreciate your input. The winner of the wine basket from the survey drawing is Garrett Cook with Servpro of St. Mary's & Calvert. Congratulations!

**April Event Reminder**

- Tuesday, April 5 - Lead Share 8:30 a. m. Chesapeake Church
- Thursday, April 7 - New Member Orientation 9:00 a.m. Chamber
- Friday, April 8 - Executive Board Meeting 8:30 a.m. Chamber
- Saturday, April 9 - Ribbon Cutting 1:00 p.m. Prince Frederick Animal Hospital
- Tuesday, April 12 - Govt. Affairs Mtg. 4:00 p. m. Davis, Upton, & Palumbo, LLC
- Wednesday, April 13 - Women to Women noon Dream Weaver's Cafe
- Thursday, April 14 - BAH 5:30 p.m. The Arc of Southern MD
- Monday, April 18 - Legislative Wrap-Up Breakfast 8:30 a.m. Hilton Garden Inn Solomons
- Tuesday, April 19 - Lead Share 8:30 a.m. Chesapeake Church
- Wednesday, April 20 - Board Meeting 4:30 p.m. Chamber
- Friday, April 22—Monday, April 25 - Chamber office closed for Easter Holiday



*The Chamber would like to thank the following members for reaching this membership milestone in April!*

**Five Years**

- County First Bank
- Garner Exteriors, LLC

**Ten Years**

- Ralph Niemann, DDS

**Twenty Five Years**

- Holiday Inn Conference Center & Marina

**Check out these companies that are helping our planet in innovative ways.**

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**Do you have a lot of old technotrash and want to get rid of it in a safe and responsible manner? GreenDisk handles all of your computer-related waste and obsolete accessories. Check out their website for a complete list on what they recycle.**

[www.greendisk.com](http://www.greendisk.com)

(Cont. from pg. 1)

**Golf Classic**

Golf Package- \$600  
 Foursome - \$500  
 Per Player - \$150  
 Tee Signs - \$150  
 Lunch Only - \$25 / \$50 Non-members

Green fees & cart, breakfast, lunch, beverages and snacks on the course & gift bag included.

Registration - 8:00 a.m.  
 Shotgun Start - 9:00 a.m.  
 \* Putting contest  
 \* Longest drive  
 \* Closest to the pin  
 \* Captain's Choice  
 \*Hole-in-one Shootout  
 \*\$10 Super Mulligans

See enclosed flyer for information on how to promote your business at the event!!

**Calvert County Business Appreciation Week**

**May 2-6, 2011**

**Special events are planned throughout the week to highlight the contributions that local businesses make to our community. See flyer for details. For information or to register for events call 410-535-4583**

**Low or No Cost Ways the Chamber Can Promote You!!**

**Let us work for you. With your Chamber membership comes many opportunities to market your business and bring in new clients or customers.**

- Newsletter ads
- Newsletter press releases
- Weekly broadcast email press releases
  - Ribbon Cutting Ceremonies
  - Annual Business Directory
- Donate door prizes at Business After Hours
  - Member to Member discounts
  - Chamber website listing
- Chamber groups such as YPN, Leadshare, Ambassadors, & Women to Women

**Make the most of your membership and take advantage of these benefits that the Chamber has**

**Prince Frederick Animal Hospital Invites You to a Ribbon Cutting & Open House at Their New Location Saturday, April 9th 1-4 p.m. 60 Stafford Road Prince Frederick**

**Come enjoy pony rides, hot dogs & snacks, door prizes, K-9 demonstrations, & more.**

**Bring your pet for a FREE 5X7 photo! CAWL will have pets available for adoption.**



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**An Exclusive Offer For Chamber Members**

Through April 30, 2011 Chamber members can enroll in the BAYNET.com's Business Directory for only \$275. Take advantage of this great opportunity to advertise your business online with a dynamic listing that can include a link to your website, connect to your email, display pictures & more!! Contact the Chamber for more info.

**WELCOME  
NEW  
MEMBERS**



**American Cancer Society, South Atlantic Division, Inc.**

Katerina Kienle  
1041 MD Route #3 Building A  
Gambrills, MD 21054  
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410-721-4307 (Fax)  
www.cancer.org  
Katerinakienle@cancer.org

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coxfarm1@verizon.net

Ag. Education/ tourism/produce-open to public, scheduled events, school special events, corn maze, hayrides, pumpkin patch, birthday parties, visits with Mrs. Moo, open for local fresh produce. Season March - December. "Be a part of Calvert County's Heritage".

*Please join us in welcoming our newest Chamber members by patronizing their businesses. Their Chamber membership reflects their integrity and provides Calvert County y as responsible business owners and demonstrates commitment to the community.*

**Insure that you will always pay \$5.00 to attend our Business After Hours events!**

You can pay for as many months as you like through the end of 2011. That way you won't have to worry about forgetting to send your payment in ahead of time and paying \$10.00 at the door. If you have any questions please feel free to call the Chamber at 410-535-2577.

**Please Note**

**Virtually With You, a business that joined the Chamber in January has changed their phone number.**

**Their new # is 443-550-3138**

**NEW MEMBER ORIENTATION**

The New Member Orientation is run by the Ambassadors Committee and is open to new and prospective members as well as existing members.

This is a great opportunity to network, introduce themselves and their business and find out about the benefits of Chamber membership. The next orientation will be held on Thursday **April 7th** at 9:00 a.m. at the Chamber. Reservations are required. Please call 410-535-2577.

There is no cost to attend.



### CHAMBER RIBBON CUTTINGS



On February 24th new member Dr. Jay Gonchigar celebrated the opening of Newbridge Spine & Pain Center in Prince Frederick. The Center provides the latest techniques and innovative procedures to help patients improve their quality of life.



Care Net Pregnancy Center volunteers and staff celebrated a grand opening at their brand new location in Prince Frederick on March 1st. Board member Bill Chambers was on hand for the event.

# GROWTH

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**Prince Frederick** - Pat Broach - 410-535-2265



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## “The Traveling Apprentice” Works for Greenstreet Gardens

It’s spring. You’re in a nursery buying plants for your garden. And you’re wondering why nursery plants are always hearty, perfectly shaped, and profusely laden with brilliant flowers while every plant you start from a seed or a cutting ends up looking like a wind-ravaged hurricane survivor.

The answer-- as I learned from Ray Greenstreet, owner of Greenstreet Growers in Lothian-- is simple: Take one 70,000 sq. ft. state-of-the-art green house equipped with the latest and greatest innovations in growing technology. Add twenty-one additional Quonset style greenhouses equipped to execute precise conditions of watering, heat, and humidity. Mix in knowledge gleaned from a study of horticulture, throw in years of experience, and blend with an inordinate amount of time and labor.

Simple, right? Before my Traveling Apprentice assignment was over I would learn just how “un-simple” that recipe really is.

It was Monday morning and deliveries of seeds and cuttings from all over the world were being received and logged in-- cuttings that just the previous Friday morning began their day somewhere else in the world, attached to a mother plant. The kiddies were barely awake when they were rudely snipped from their mother, carefully placed in specialized shipping boxes, rushed to an airport and flown round the world to an FDA inspection site in Florida before FedEx sped them on their way to Greenstreet, where they would be stuck into potting soil by that Monday afternoon.

In a Quonset greenhouse I worked sticking these world-traveled cuttings into flats of specialized starter soil. In another greenhouse I joined other workers in snipping the top leaves off plants that had taken root and were now 3-4 inches tall. Top-snipping at this point would encourage side growth on the plant. Snipping off too much, however, could damage the plant so I snipped slowly and cautiously, while the scissors of my experienced co-workers kept up a rhythmic pattern of snip, snip, snips.

A manager had advised me to wear layered clothing because I would be in-and-out of buildings all day long, so I’d bundled up well. Now I found myself sweltering in the steamy humidity of the greenhouses. Over time I began slipping out of my outer layers like a snake shedding its skin. With each discarded layer I observed my co-workers shooting nervous, furtive glances in my direction. Now I was down to just one outer wear before the silk thermal undergarments were revealed, I was still burning up, and the other workers were looking noticeably apprehensive. I was contemplating my next move when, fortunately, a manger saved me from any impropriety by scurrying me on to my next assignment.

In the office I created shipping labels for plants to be transported from Greenstreet Growers to nurseries and wholesalers across the U.S. I ended the day in the Gift Shop, which offers everything from outdoor living furniture to a Vera Bradley collection, and more.

From snipping plants to inventorying a Vera Bradley collection-- not exactly your average, run-of-the-mill apprenticeship. But just another day at work for the staff at Greenstreet Growers.



*The Traveling Apprentice is a monthly column written by Carolyn McHugh, President/CEO of the Calvert County Chamber of Commerce. Each month Carolyn spends a day working for a Chamber member, then writes a column for a local newspaper about the experience. The article is later inserted into Chamber’s newsletter and posted on the Chamber’s web-site in order to give the maximum exposure to the Chamber member. Her commitment to Chamber members and to the readers is that she’s there for Chamber members and that whatever they do in their daily job, she’ll do, too.*



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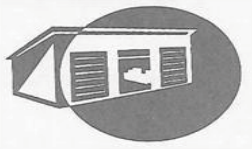
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**ATTENTION LADIES!** The Women to Women networking group meets the 2nd Wednesday of every month at Dream Weaver Cafe at 12:00 noon in Prince Frederick. The cost for lunch is \$12.00 but you do not have to purchase a lunch to attend. The cost for non-members to attend is \$20. Our next meeting will be held on **April 13th**. Please RSVP with Victoria Ronan at 410-474-7620 or [victoriaronan@yahoo.com](mailto:victoriaronan@yahoo.com)



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**231 Self Storage**

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**410-535-7565**



Calvert County Chamber of Commerce  
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