

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)

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Changes in Chamber Membership Structure, Scholarships, and Attendance Fees

In decisions made at a planning retreat and January's Board meeting the Chamber Board of Directors agreed that education of Calvert's workforce and Chamber membership would be two areas of interest for 2011. In support of those two initiatives the Board set in place actions to ramp up its current scholarship program and focus on changes regarding Chamber membership. Specifically, changes will be made to the new member dues structure, the number of scholarships will increase, and changes will be made to attendance fees for certain events.

The decisions regarding the scholarship involve an increase in the number of scholarships the Chamber is committed to giving to Calvert students. The Chamber already has in place an endowment at the College of Southern Maryland which generates scholarships and it also awards a separate amount of \$3,000 annually to CSM for other scholarships. Now, in addition to those initiatives, the Board will increase its commitment to education and increase the number of scholarships by awarding five scholarships to Calvert high school seniors, one for each of the four public schools, and one to The Calverton School.

The Board recognizes that the expanded Scholarship program is an ambitious one so the Board designated some proceeds from Choclover's and other programs to support the program. Beginning in March all proceeds from Business After Hours attendance fees will support the Scholarship Program. (Currently just the sale of 50/50 tickets supports the Program

(Continued on pg. 5)



**Gladys Jones
2011 Calvert County
Chamber of Commerce
Board Chair**

**Chamber Board of Directors
Names Officers and
Initiates New Scholarship
Program**

The Calvert County Chamber of Commerce announced that in a recent election the Board of the Calvert County Chamber of Commerce chose from among its midst those individuals who will serve as the organization's officers on the Executive Committee.

Gladys Jones, College of Southern Maryland, will serve as the 2011 Chair. Sonja Cox, Southern Maryland Electric Co-op, Inc., will serve as 1st Vice-Chair; Bill Chambers, Show Place Arena as 2nd Vice Chair; Dave Fitz, Constellation Energy, Secretary; Brooks Grady, Fantasy World Entertainment, Treasurer. Carrie Polk, Polk Insurance and Investments, serves as Immediate Past Chair.

(Continued on pg. 6)



**15th Annual
Southern Maryland
Legislative Reception**

**Thursday, February 24, 2011
7:00 - 10:00 p.m.**

**Loews Annapolis Hotel
126 West Street, Annapolis MD**

This is an excellent opportunity to meet with your elected officials, Cabinet Secretaries and agency heads from throughout the state of Maryland.

See enclosed flyer for reservation information and how to participate with an exhibit booth.

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

2011 Board of Directors

Chair

Gladys Jones, *College of Southern Maryland*

1st Vice Chair

Sonja Cox, *SMECO*

2nd Vice-Chair

Bill Chambers, *Show Place Arena*

Treasurer

Brooks Grady, *Fantasy World Entertainment*

Secretary

Dave Fitz, *Constellation Energy Group*

Immediate Past Chair

Carrie Polk, *Polk Insurance & Investments*

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Laura Allison, *Keep it Simple Computer Training*

Andrew Applegate, *Asbury~Solomons Island*

Chris Comer, *Comcast*

Brian Compton, *PNC Bank*

Mark Davis, *Davis, Upton, & Palumbo, LLC*

Vicky Karol, *Calvert County Public Schools*

Darren Rickwood, *First Home Mortgage*

Lauren Simpson, *Holiday Inn Solomons Conference Center & Marina*

Chamber Staff

President/CEO, Carolyn McHugh

Office Manager, Cathy Wehrle

Administrative Assistant, Sharon Stuart

Receptionist, Lori Morgan

BUSINESS AFTER HOURS

February - Hilton Garden Inn

(This BAH is a joint mixer with the St. Mary's Chamber & will be held on the 4th Wednesday instead of the 2nd Thursday from 5:30- 7:00 p.m.)

March - Project Echo

April - ARC of Southern Maryland

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business day in the company of fellow
members and expand your
circle of contacts!*

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of our members.**

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Fantasy World Entertainment
PNC Bank
Show Place Arena

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SMECO

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Comcast
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Dominion Cove Point LNG
First Home Mortgage, Darren Rickwood



*For information on the Corporate Partner Program
or Sponsor Level Program contact the Chamber at
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THE MEMBER-TO-MEMBER DISCOUNT PROGRAM

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

Visit 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

Educate & Celebrate Commemorating 20 Years as Southern Maryland's Learning Experts . . .

When Laurie Uherek opened Educate & Celebrate in Prince Frederick, she was following a dream. "My aunt was actually my inspiration for opening this store," she says. "She was a teacher and used to take me into a store like this as a child in Pittsburgh and I loved it. I learned then that there's nothing better to sell than education and that's what we do here – we make learning fun." That original dream has now been going strong for 20 years and has even become a chain of sorts with the establishment in 2002 of another retail shop in Waldorf. Both Uherek and her accomplished staff of former teachers and retail experts know how to integrate activities, workbooks and crafts into a love of learning for children from infancy to high school. But they don't just sell to teachers. "People know we're a school supply store," says Uherek, "but you don't have to be a teacher to shop here. We have educational books and games, seasonal gifts, puzzles, classic literature, test preparation materials, summer required reading titles and a whole line of arts and crafts. Parents love our retro toy section where they can find items from their own childhood like Lincoln Logs®, Sea-Monkeys®, spinning tops, tiddlywinks and Tinkertoys®." Uherek is also a strong proponent of the buy-local momentum sweeping many communities. "I want our region to understand the value that small businesses bring to the community – from agriculture to retail and professional services," she says. "When products and services come from a local business, we all succeed. Local business owners invest back into their communities, pay taxes, employ local citizens and purchase goods and services themselves from other local business owners." She also believes that local business owners and small shops can provide better service than their larger competitors. "We can respond quickly and personally to the needs of our customers – in fact, we know most of them by name," says Uherek. "We enjoy being the catalyst that makes education motivating and captivating." Educate & Celebrate has membership in the National School Supply Equipment Association, Calvert County Chamber of Commerce, SchoolPlace Advisory Council, Trend Enterprises Advisory Council and Scholastic, Inc. Advisory Council and they are approved to provide school and classroom supplies to all school systems in Maryland. They are also an approved vendor of Girl Scout uniforms and supplies. Stores are located at 122 W. Dares Beach Road in Prince Frederick and in St. Charles Towne Plaza at 1300 Smallwood Drive West in Waldorf.

Search is On for CEO of the Year. Leading Edge Awards Deadline to Nominate CEOs is Feb. 15 . . .

The College of Southern Maryland's Corporate Center is searching for the 2011 Chief Executive Officer of the Year to be honored at the 11th annual Leading Edge Awards (LEA) on June 22. Recognizing outstanding leadership within Southern Maryland, the Corporate Center is seeking nominations for this top honor by Feb. 15. "Past CEO of the Year award winners have not only led their organizations with excellence but have been involved in the community which they serve," said Dr. Daniel Mosser, vice president of the Corporate and Community Training Institute. "The CEO of the Year is quite an honor as the winners are nominated from their peers and/or employees who think highly of them." Located in one of the fastest-growing regions in Maryland, the Southern Maryland business community and its CEOs face a unique set of financial, technological and workforce challenges, and the LEA provides the opportunity to celebrate corporate success and to recognize those individuals responsible for encouraging economic growth and vigor in the region, Mosser added. The 2010 CEO, Brianna Bowling of Zekiah Technologies, Inc., started her company in 1998 in the basement of her La Plata home, growing the full-service information technology firm into a successful business with more than 30 employees and offices in La Plata, Dahlgren, Va. and Colorado Springs, Col. as well as staff working in Norfolk, Va. and Washington, DC. Other

CEOs recognized during the past decade include Christine Wray, Kimberly Oliver, Gore Bolton, Wayne Swann, Luther Grainger, Christine Stefanides, Greg Billups, Joe Yearta and Lloyd Harrison III. Nominations for CEOs that deserve recognition for their contribution to the economic vitality of Southern Maryland--CEOs who inspire their organizations, exude success and make a difference in our community---may be submitted through Feb. 15. CEO nomination criteria and online nomination forms are available at

<http://www.corporatecenter.csmd.edu/LEA/2011.html>. To qualify, nominees must be with a business located within Charles, Calvert or St. Mary's counties, be in a position of leadership in a Southern Maryland business (private sector), and be available to attend the ceremony, 6 to 9:30 p.m., June 22, at the Greater Waldorf Jaycees Community Center. For information, call 301-934-7585 or 301-870-2309, Ext. 7585 for Charles County; 240-725-5499, Ext. 7585 for St. Mary's County or 443-550-6199, Ext. 7585 for Calvert County or visit <http://www.corporatecenter.csmd.edu/>.

CSM Ward Virts Free Concert Series Presents the Mike Maher Trio, Feb. 13th . . .

The College of Southern Maryland welcomes jazz pianist, Mike Maher, as part of the Mike Maher Trio along with Bruce Swaim on saxophone and Tony Martucci on percussion, to perform at the Ward Virts Concert Series at 3 p.m., Feb. 13 at the Prince Frederick Campus, Room 119. The performance is the third of six in the concert series, which is held at CSM's Prince Frederick Campus, 115 J.W. Williams Road, Prince Frederick. Maher was classically trained at the Oberlin Conservatory, where he enjoyed sight reading Hindemith's piano sonatas for leisure. In 2001 Maher completed hiking the entire length of the Appalachian Trail, a personal venture that continues to be incorporated into his music. His natural involvement with the music of Appalachia began with the mandolin, evolved to the banjo and is currently focused on the fiddle. Maher teaches jazz piano and music theory at Shenandoah University in Winchester, Va. In the Washington area he has performed with the Corcoran Gallery of Art jazz series and on the Millennium Stage at the Kennedy Center in both jazz and classical settings. He has played in the orchestra pits at Wolf Trap and The National Theater. The Mike Maher Trio is a slight variation on the more traditional jazz piano trio. The omission of the bass allows for greater harmonic freedom, and provides a lower rhythmic piano textures space to breathe. The Ward Virts Concert Series is presented by Edward and Patricia Mehosky, St. Clair and Mary Tweedie, Gerry Van De Velde and Rene Cunningham and CSM. The centerpiece of the concert series is a world-class Boesendorfer Grand Piano, which was gifted to CSM by the Ward Virts Piano Project as a gift to the entire community. Admission is free and seating is open but limited. Contact 443-550-6011, rfleming@csmd.edu or www.csmd.edu/Arts.

Maker's Market Will Resume in February . . .

Annmarie's monthly **Maker's Market** will resume in February for a special Valentine Maker's Market on Saturday, February 5th from 9am-1pm, INDOORS! Interested vendors are encouraged to apply to Maker's Market at www.annmariegarden.org for this special Valentine Maker's Market held indoors. Space is limited and special rules apply, please review the application for details and apply today. If you haven't made it to Maker's Market yet, stop by and visit on February 5th from 9am- 1pm to find the perfect homemade, handmade or homegrown Valentine Gift! Admission to Maker's Market is FREE. Ample, accessible and convenient parking is located in the adjacent parking field. Handicap parking is available through the main gate. Meet friends, make new ones and support local community at Annmarie.

Certain Press Releases provided through the courtesy of Danita Boonchaisri, Marketing & Communications Specialist, Calvert County, Maryland Department of Economic Development

More Press Releases

Former BOCC President Wilson H. Parran Honored with MACo's 2011 Marilyn J. Praisner Public Service Award . . .

Wilson H. Parran, past president of the Maryland Association of Counties (MACo) and of the Calvert County Board of Commissioners, was honored at the MACo Winter Conference on January 6 as the 2011 recipient of the Marilyn J. Praisner Public Service Award. The honor was established in memory of MACo past president and former Montgomery County council member Marilyn J. Praisner. Living present or former county elected officials are eligible for the award and it is given to an individual recognized by a county elected board for outstanding service to his or her constituents. In his acceptance speech, Parran expressed gratitude for the honor. "As public servants, we are charged to demonstrate care, concern and compassion for the people we serve," he said. "So long as we come to the task from that humble perspective, I believe we carry forth the spirit of Marilyn J. Praisner. She was a tireless advocate for public service, an extraordinary person and someone whom I have endeavored to emulate in my own public service. I hope opportunities continue to come my way that will allow me to live up to the ideals Marilyn encouraged in us all and which are celebrated through this award that bears her name." Parran served on the Calvert County Board of Commissioners for eight years, most recently as its president. Throughout his career, he has been a tireless advocate for civic and organizational groups including the Calvert Alliance Against Substance Abuse, Concerned Black Men of Calvert County and Friends of Jefferson Patterson Park Museum.

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. We welcome non-chamber members to come to "check us out" before joining the Chamber. Our next meeting will be held on February 9th. Please RSVP with Victoria Ronan at 410-474-7620 or victoriaronan@yahoo.com

(Continued from pg. 1)

In an action that mirrors another Chamber, BAH attendance rates will remain the same (\$5) for members who prepay, but will increase to \$10 at the door.

(This change was taken to encourage members to make a reservation so the Chamber can give more accurate attendance numbers to Chamber businesses that host the monthly events and require a better number count in order to plan for the purchase of food and drink.)

In other changes, there are no longer "free or reduced attendance" fees for non-members. Effective March 1, non members will pay \$20 to attend a BAH, but they will be given a receipt that will deduct the \$20 from their membership application if they join within 30 days of the receipt. The non member rate does not apply to Corporate Sponsors guests.

The \$20 non-member fee will also apply to some other Chamber activities such as Business Over Breakfast and Women To Women.

In an action to ease the ability of businesses to join the Chamber the Board made changes to the membership dues structure for new members. The Board determined that in tough economic times business need - more than ever - the networking, advertising, and other benefits of Chamber membership and that the mandatory two year membership commitment for first time members could be a financial hurdle for small businesses. With that in mind, the Board changed the structure to a one year membership, a move that brought the membership structure in line with other Chambers in the area. Current and potential members can view the dues structure at www.calvertchamber.org.

Disney Institute's Approach to Business Excellence Comes to the Corporate Center at the College of Southern Maryland

Learn a proven world-class approach to leadership, people management, customer service, brand loyalty, and creativity!

Date: March 31, 2011
 Time: 8:30 a.m. to 4:30 p.m.
 Cost: Groups of 1-9 \$449.00 per person
 Groups of 10 or more \$399.00 per person
 (Businesses may be eligible for grant funding to cover 50% of the cost!)

For more information contact Cathy Wehrle at the Chamber.
membership@calvertchamer.org or 410-535-2577
 See enclosed flyer for registration.

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 SOME ITEMS AVAILABLE FOR PICKUP.**

(Continued from pg. 1)

In her first actions as Chair Jones opened the Chamber's Legislative Breakfast on January 10, and presided over the first Board meeting of 2011 on Wednesday, January 19. At that Board meeting the Board clarified how it would proceed with its newly enhanced scholarship efforts

Other members of the Board are Laura Allison, Keep It Simple Computer Training; Andrew Applegate, Asbury-Solomons Island; Chris Comer, Comcast; Brian Compton, PNC Bank; Mark Davis, Davis, Upton, & Palumbo, LLC; Vicky Karol, Calvert Public Schools; Darren Rickwood, First Home Mortgage; Lauren Simpson, Holiday Inn Solomons Conference Center & Marina.



Debbie Hamann, Lauren Simpson, and Marcie Kreamer are all smiles at the January BAH!



Bill Pasenelli, President of Community Bank of Tri-County presents a check to Dr. Jack Smith, Superintendent of Calvert County Public Schools at the January BAH

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

Alexander Chiropractic Center
Arbonne International-Victoria Ronan
B & L Biz, Lynda Adams
Chesapeake Church End Hunger
Edible Arrangements, Lusby
Infinite Errands
Liberty Tax
My Phone Man
Raleigh Weckbaugh, SendOut Cards
Servpro of St. Mary's & Calvert
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 Business After Hours events, please contact the Chamber at (410) 535-2577 or calvertchamber@calvertchamber.org
Businesses receive recognition in the Navigator, monthly BAH flyers and on the Chamber website.

February Event Reminder

- Tuesday, February 1 - Lead Share 8:30 a. m. Chesapeake Church
Saturday, February 5 - Chocolover's Affair 7:00 p.m. Running Hare
Tuesday, February 8 - Govt. Affairs Mtg. 4:00 p. m. Davis, Upton, & Palumbo, LLC
Wednesday, February 9 - Women to Women noon Dream Weaver's Café
Friday, February 11- Executive Board Meeting 4:30 p.m. Chamber
Tuesday, February 15 -Lead Share 8:30 a.m. Chesapeake Church
Wednesday, February 16 - Board Meeting 4:30 p.m. Chamber
Wednesday, February 23 - Joint BAH with St. Mary's Chamber 5:30 p.m. Hilton Garden Inn Dowell



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

Five Years

Cruise Affairs, LLC

Ten Years

Calvert Crusade for Children, Inc.

Idea Solutions

Patricia O. Blackford, CPA, LLC

Fifteen Years

John A. Hofman, P.C.

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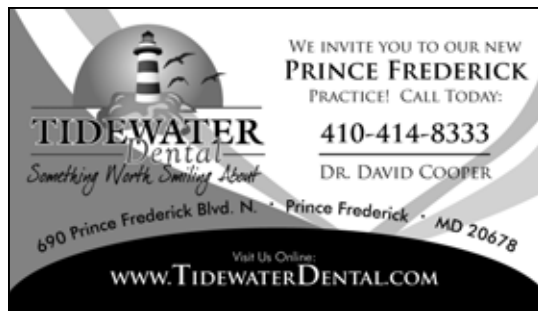
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Liquor store



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

NAVIGATOR PRINTED BY



2011 Payroll Tax Changes

Electronic deposit requirement. The IRS has issued proposed regulations under section 6302 that provide beginning January 1, 2011, you must deposit all depository taxes (such as employment tax, excise tax, and corporate income tax) electronically using the Electronic Federal Tax Payment System (EFTPS). Under these proposed regulations, which are expected to be finalized by December 31, 2010, Forms 8109 and 8109-B, Federal Tax Deposit Coupon, cannot be used after December 31, 2010. For more information about EFTPS or to enroll in EFTPS, visit the EFTPS website at www.eftps.gov, call 1-800-555-4477, or get Pub. 966, The Secure Way to Pay Your Federal Taxes.

Advance earned income credit. After December 31, 2010, advance earned income credit payments and the credit for advance earned income credit payments are no longer allowed. However, employees can still claim the earned income credit on their returns.

Notice 1036 has been published by IRS. This notice includes the 2011 Percentage Method Tables for income tax Withholding that were developed as a result of the recently passed Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010. Employers should implement the 2011 withholding tables as soon as possible, but not later than January 31, 2011. <http://www.irs.gov/pub/irs-pdf/n1036.pdf>

Social Security and Medicare Tax for 2011. Employee Social Security Rate for 2011 is 4.2%; Employer Social Security Rate for 2011 remains unchanged at 6.2%. The 2011 Social Security Wage base limit is \$106,800. The 2011 Medicare Rate for both Employer and Employee remains unchanged at 1.45% with no wage base limit. For additional information see: <http://www.irs.gov/pub/irs-pdf/n1036.pdf>

Maryland Unemployment. Experience Rate Notices for 2011 should be received by mid January. The notice will provide employer's specific tax rate for the calendar year. Employers may obtain the tax rate prior to receipt of this notice by calling 1-800-492-5524 and quick dialing directly to the rate by pressing 16 as soon as you hear the recorded voice. To obtain the updated rate, you will need your 10-digit employer account number.

Maryland and County Withholding Taxes. Maryland Rate Tables may be obtained at:

<http://business.marylandtaxes.com/taxinfo/withholding/default.asp>

2011 Business Mileage: 51 cents per mile driven. <http://www.irs.gov/newsroom/article/0,,id=232017,00.html>

FUTA tax rate for 2011. The Federal Unemployment tax rate will remain at 6.2% through June 30, 2011. The tax rate is scheduled to decrease from 6.2% to 6.0% beginning July 1, 2011. Visit [IRS.gov](http://www.irs.gov) for updated information. <http://www.irs.gov/instructions/i940/ar01.html>

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“The Traveling Apprentice” Works for EmbroidMe

Embroidery, the art of decorating fabric or other materials by stitching designs using thread or yarn and a needle has been around since man began to decorate clothes. Today, because of computerization and the invention of the shuttle needle, an embellished item that might have taken weeks or months to complete by hand can now be mass produced in a matter of moments by specialty shops such as EmbroidMe in Dunkirk, owned by Bonita Thomas.

I arrived for my Traveling Apprentice assignment fully expecting embroidery occurring at the shop but it quickly became apparent that Bonita and her staff handled a variety of projects, from design-to-fulfillment, using a variety of embellishment techniques in addition to embroidery such as screen printing on promotional products, personalized gifts, and signs.

Since each staff person was already busy at a particular technique that left me with the important task of folding T-shirts. You laugh, but folding T-shirts at an embroidery shop consumes considerable staff time. Every T-shirt is folded at least twice: It's sorted by size and folded for storage when it arrives from the distributor jumbled in a box of assorted sizes and it's folded again after it's been embellished.

My assignment: Fold two hundred newly arrived shirts. To facilitate my assignment I was given a flat plastic device with hinged side flaps and bottom. By laying shirts flat on the contraption, and flipping and flopping the sides and bottom of the device I ended with a shirt folded precisely 9" wide by 11 1/2" long.

Flip. Flip. Flip. Flop.

As you might imagine, repeated flipping and flopping is pretty mindless work so I distracted myself by observing what was going on around me: the person running a press machine that cranked out screen printed shirts; the staff person setting up seven embroidery machines with exactly the same threads before positioning seven identical baseball caps on the embroidery hoops; the computer person who programmed the machines to accept a logo he'd created so they would change colored threads as needed and clatter away in synchronized rhythm, simultaneously embroidering the same logo onto each cap.

Because Bonita had expressed confidence that her staff could embellish any item a client could dream up, I also entertained

myself by listening as customers placed orders.

Most orders were ho-hum- -shirts for teams, etc.- - but occasionally there were those that made eavesdropping worthwhile. Like the bar-tender who felt “female bar-tenders got better tips because males came to bars to see boobs”, so he ordered a large female breast embroidered on each side of his uniform vest.

Or the soft-spoken woman I had trouble hearing who was ordering something embroidered on a pair of men's briefs. Whoa! Now that sounded interesting! I strained to hear the rest but- - drats!- - I couldn't make it out.

I realized my imagination was distracting me, that I was flopping where I needed to be flipping, and that I needed to concentrate on the task at hand.

Flip. Flip. Flip. Flop

Only 105 more shirts to go.

Flip. Flip. Flip. . .



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.

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 April 7th at 9:00 a.m. at the Chamber. Reservations are required. Please call 410-535-2577. There is no cost to attend.

Have business information you feel might be useful to share with other Chamber Members? Email Sharon Stuart (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.



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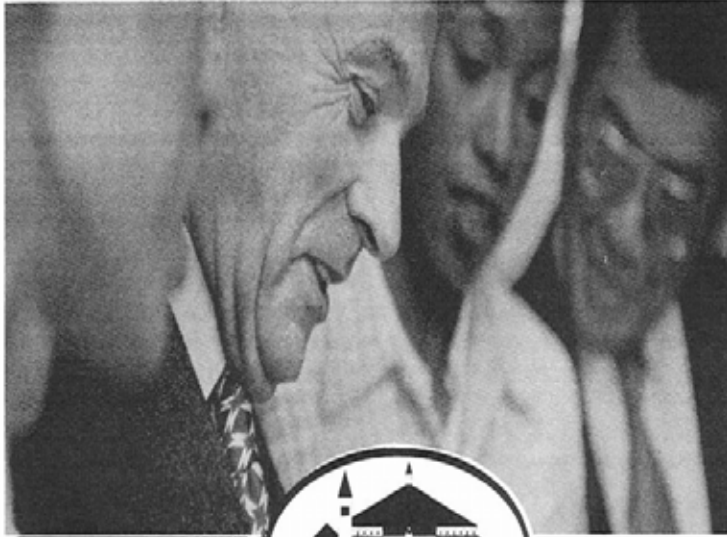
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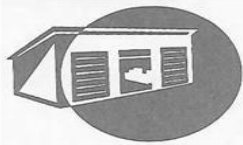


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