

The NAVIGATOR

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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calvertchamber@calvertchamber.org

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Calvert County Chamber of Commerce State Legislative Breakfast

January 10, 2011

8:30 - 10:00 a.m.

Rod 'N' Reel Restaurant Chesapeake Beach

The Maryland General Assembly meets in Annapolis each year for a ninety day Legislative Session to act on more than 2300 bills including the state's annual budget. The 428th Session will begin on January 12th and end on April 18th. This breakfast is an excellent opportunity to hear from our State delegation about bills and legislation to be presented during the 2011 session in Annapolis.

The Chamber would like to thank Comcast, Constellation Energy and Dominion for sponsoring this important event.
(See flyer for reservations)



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.

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



Don't Miss the 6th Annual Chocolover's Affair!

February 5, 2011

7:00 to 11:00 p.m.

Running Hare Vineyard

Make your reservations now for an elegant evening of wine, auctions, delectable food and chocolate desserts and dancing.

See the enclosed flyer for information on reservations, sponsorships and how to donate auction items.

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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- Office Manager, Cathy Wehrle
- Administrative Assistant, Sharon Stuart
- Receptionist, Lori Morgan

BUSINESS AFTER HOURS

- January** - Community Bank of Tri-County
- 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
- May** - Davis, Upton & Palumbo, LLC

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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 |
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| Little Protégés Early Learning Centre | Mary Lou Too Charters | Meraj Dental Spa | Polk Insurance & Investments |
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| The Calverton School | Tek-NiqueInk | Wemyss Liquors | Nature's Way To Health |
| | | | 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

Local Businesses Lauded for Sustainability Efforts . .

The Board of County commissioners recently presented the Sustainable Business of the Year award to two local businesses that are working to make Calvert County a more sustainable community. Bowen's Grocery of Huntingtown was named the **Green Grocer of the Year** for buying, selling, and promoting local products when in season. Proprietors Gordon and Grace Bowen sell very little non-local produce and prominently advertise locally sourced items in the store. The **Buy Local Restaurant of the Year Award** was presented to Dream Weaver Events and Catering of Prince Frederick. Owner Trish Weaver was lauded for using local eggs, beef and produce in her dishes and for adjusting the menu to accommodate the supply of local goods. Sneades Ace Home Center, a hardware and building supply business with locations in Owings and Lusby, was named **Sustainable Business of the Year** for the consistent and visible dedication to the sale of green products. Sneades promotes the use of energy saving compact fluorescent light (CFL) bulbs and leads by example by using only CFL bulbs in its indoor lighting displays. Customers find green products and informational brochures for energy efficient windows, doors, siding, roofing, and other products. Congratulations to all the winners.

Community Bank of Tri-County Receives 2010 Business Philanthropy Award . . .

Community Bank of Tri-County announced today that it has been recognized by the Archdiocese of Baltimore in partnership with the Maryland Chamber of Commerce and Baltimore Business Journal, as a 2010 Business Philanthropy Award recipient. "We are humbled by their recognition" said Michael Middleton, Community Bank Chief Executive Officer. "This award is a testament of the philanthropic spirit at Community Bank. We are committed to supporting the communities where we work and live." The Maryland Business Philanthropy Awards recognize businesses that have made a positive contribution to Maryland residents through financial support, in-kind donations or volunteer efforts. A panel of business and community leaders judge the nominees based on extent of service provided to the community, the impact on the community and the commitment the business has shown the community over time. "For each of us at Community Bank, it is a personal belief that we support our communities" Middleton said. "I will share this award with all of our wonderful employees who make our bank a giving company."

Newly Published Oral History Collection Only Available at Area Public Libraries . . .

Southern Maryland is full of fascinating stories. Some of those stories are included in a newly published book available only in area public and school libraries. "Changing Landscapes in Southern Maryland" is a compilation of oral histories recorded last year to help celebrate the 50th anniversary of the Southern Maryland Regional Library Association. The regional library partnered with StoryCorps to record 29 oral histories from across the region. StoryCorps is a national independent nonprofit project in partnership with National Public Radio and the American Folklife Center at the Library of Congress. Their mission is to document everyday history and the unique stories of Americans. The new book features selections of each interview, and also contains excerpts from additional oral histories previously recorded by the Accokeek Foundation, the Calvert County Historic District Commission, the Calvert Marine Museum, the St. Clement's Island Museum, the St. Mary's County government and the Unified Committee for Afro-American Contributions.

Calvert County Visitor Information Centers Move to Winter Schedule . . .

Calvert County's two visitor information centers, located in Owings and Solomons, are now operating under winter hours and are open on Friday, Saturday and Sunday from 9 a.m. to 5 p.m. Knowledgeable staff are available to provide information

about local attractions, hotels, restaurants and other travel information. The Owings center is co-located with the Fairview Library at 8120 Southern Maryland Boulevard; in Solomons, the center is located at 14175 Solomons Island Road South. Both centers are overseen by the Department of Economic Development and managed under contract by the Calvert County Chamber of Commerce; winter hours are in effect through March 15, 2011.

Calvert County Earns Maryland Tourism Award .

The Calvert County Department of Economic Development recently garnered a marketing award from the Maryland Tourism Council (MTC) for its 2009 Focus on Calvert photo contest. The award, bestowed at the annual Maryland Tourism and Travel Summit in Annapolis, Md., November 3-5, 2010, was in the category of "Best Shoestring Budget." At the summit, the MTC gave five professional awards and 11 marketing awards to members who were nominated by their peers and/or employers. Recipients of the professional awards are honored for their skill, dedication and talent that bring professionalism to Maryland tourism. The marketing awards recognize MTC members whose marketing programs are creative, thoughtful and innovative and are the result of successful team efforts to bring visitors and travel revenue to Maryland. Calvert County's 2009 *Focus on Calvert* photo contest encouraged contestants to submit photos on a scene or activity depicting the unique qualities and beauty of Calvert County. Photos featured festivals, parks, Chesapeake Bay life, landmarks and historical icons and cash prizes were awarded to an overall grand prize winner, a first-place winner and two runners-up. Photographs were exhibited at a special reception, featured on the Department of Economic Development Web site, included in a 2010 calendar and have been used in promotional brochures, pamphlets and advertisements.

CSM Students Eligible for Jack Kent Cooke Foundation Transfer Scholarships . . .

Students and recent alumni from the College of Southern Maryland are eligible to apply by January 19 for the Jack Kent Cooke Foundation's Undergraduate Transfer Scholarship Program. Through this initiative the private foundation will award up to \$30,000 annually per recipient to help students and recent alumni from community colleges and two-year institutions pursue bachelor degrees at any accredited college or university in the United States and abroad. These scholarships can be used for tuition, fees, books, and room and board, for the length of the undergraduate degree, generally two years. "These scholarships help remove the financial barrier of the last two years of a bachelor's degree for the individual that has already accomplished much and has set a high goal. In addition, the achievement of that goal would benefit not only the award winner, but his or her family and community," said CSM Professor Mike Green, who is the college's faculty representative for the Jack Kent Cooke Scholarship. Current CSM students with 30 or more credits by Dec. 31, 2010 or CSM alumni who have earned an associate's degree since spring 2006 and have not since transferred to a four-year college are eligible to apply. CSM may only nominate two individuals. Interested students and recent graduates must obtain application instructions and a list of minimum qualifications directly from the Jack Kent Cooke Foundation at www.jkcf.org and apply online by Jan. 19, 2010. For additional information, contact Green at 301-934-7598 or mikeg@csmd.edu

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

More Press Releases

Piano Competition Finalists Provide Holiday Music Applications for 3rd Annual Competition Due Jan. 14 . . .

Finalists in the 2010 Southern Maryland Regional Piano Competition provided the holiday music for the Calvert County Chamber of Commerce Business After Hours, hosted by the College of Southern Maryland at its Prince Frederick Campus on Dec. 9. This year's first-place winner Ruth Alonzo of Great Mills and second-place finalist Christina Smith of Lexington Park shared time on the world-class, handcrafted Bösendorfer Grand Piano during the festivities. "Music has the power to change the feelings of a person...It always provides a message to people. Music can touch hearts and bring joy to all who seek it," Alonzo wrote in her audition application for the 2010 competition. Application deadline for the third annual Southern Maryland Regional Piano Competition is Jan. 14, 2011.

Application materials are available at www.csmd.edu/SoMdPianoCompetition. The high-level juried competition is open to any high school student within the region as an opportunity to promote piano performance and reward and encourage young pianists within Southern Maryland. The Sunday performance on April 17 will feature the competition winners as well as a guest artist performing on the Boesendorfer. The finalists will also be presented with certificates and cash awards, and have opportunities to perform on the piano at college events during the year.



Calvert Chamber Supports CSM Scholarships

During the Calvert Chamber of Commerce's Business After Hours event Dec. 9, chamber members presented representatives of the College of Southern Maryland with donations totaling \$3,074 to support student scholarships. From left, front row are CSM President Dr. Brad Gottfried, CSM Board of Trustees Chair Mary Krug, Calvert County Chamber of Commerce Board Chair Carrie Polk, Polk Insurance and Investments; and Calvert Chamber of Commerce President/CEO Carolyn McHugh; second row, from left, Calvert County Commissioner Wilson H. Parran, Chamber Board Member Laura Allison, Keep it Simple Computer Training; CSM Foundation Chair Greg Cockerham, CSM Vice President and Dean of Prince Frederick Campus Richard Fleming and Calvert County Commissioner-Elect Evan Slaughenhoupt; top row, from left, Chamber Board Member Darren Rickwood, First Home Mortgage; CSM Director of Administrative Services and Calvert County Chamber of Commerce Board Treasurer Gladys Jones and Chamber Board Member Dave Fritz, Constellation Energy Group.

Get Involved and Join a Chamber Committee!!

The Chamber has a wide variety of committees and they are open to any employee of any Chamber member. Committees are the backbone of the Chamber and allow members an opportunity to really make a difference in what the Chamber is able to do for the business community.

- Government Affairs Committee - Its mission is to keep abreast of county, state, and local legislation and to encourage elected officials to support legislation that is pro-business.
- Ambassadors Committee - Ambassadors serve as a visible and viable "good will arm" by providing outreach to new and existing members. They assist at ribbon cuttings and help to welcome new and potential members to Chamber events.
- Young Professionals Network - YPN provides an opportunity for young professionals to interact socially, give back to the community and play a role in developing future leaders.
- Chocolover♥s Committee - Members of this committee plan and execute the Chamber's premier social event of the year, the Chocolover♥s Affair which is held each February.
 - Lead Share Committee - This networking group works on building their businesses through developing new contacts with fellow Chamber members.
- Women to Women - This networking group provides an intimate forum for women who are looking to expand their business contacts, generate new business leads and learn more effective strategies for networking.

There are also committees for some of the annual events such as the Golf Classic in May and the summer event held each August. If you are interested in joining any of these committees please contact the Chamber at (410) 535-2577 or (301) 855-1930



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**THANK YOU TO OUR CHAMBER MEMBERS
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FOR OUR
BUSINESS AFTER HOURS EVENTS.**

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- Arbonne International-Victoria Ronan
- B & L Biz, Linda Adams
- Chesapeake Church End Hunger
- Edible Arrangements, Lusby
- 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.

January Event Reminder

- Tuesday, January 4 - Lead Share 8:30 a. m. Chesapeake Church
- Thursday, January 6 - New Member Orientation 9:00 a.m. Chamber
- Monday, January 10 - Legislative Breakfast 8:30 a.m. Rod N' Reel
- Tuesday, January 11 - Govt. Affairs Mtg. 4:00 p. m. Davis, Upton, & Palumbo, LLC
- Wednesday, January 12 - Women to Women noon Dream Weaver's Café
- Thursday, January 13 - BAH Community Bank of Tri-County Lusby
- Friday, January 14 - Executive Board Meeting 4:30 p.m. Chamber
- Tuesday, January 18 -Lead Share 8:30 a.m. Chesapeake Church
- Wednesday, January 19 - Board Meeting 4:30 p.m. Chamber

Attention All Members

You are encouraged to bring prospective member guests to Chamber events. Prospective members may attend two events before joining.

**WELCOME
NEW
MEMBERS**



Boswell, Grimm & Warner, CPA'S PC

Winston L. Warner, CPA
135 West Dares Beach Road Suite 104
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chesapeakechiro@hotmail.com

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sjv@chesapeake.net

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Karen Schatz
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***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.***

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. We welcome non-chamber members to come to "check us out" before joining the Chamber. Our next meeting will be held on January 12th. Please RSVP with Victoria Ronan at 410-474-7620 or victoriaronan@yahoo.com



Members of the Lead Share group enjoy a holiday celebration while helping to stock the End Hunger in Calvert County food bank.

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 last orientation for 2010 has been held. The first orientation will be held on **January 6, 2011 at 9:00 a.m.** at the Chamber office. Please note that the time has changed. Reservations are required. Please call 410-535-2577. There is no cost to attend.

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.



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.



Heather Maerten, and her staff cut the ribbon and invite patrons to check out their new location.

“The Traveling Apprentice” Works for Chesapeake Church End Hunger

The Traveling Apprentice assignments have afforded me some great experiences over the past few months but none as humbling as working on the day before Thanksgiving at the End Hunger warehouse in Owings where I assisted in repacking hundreds of pounds of food that would, in turn, be re-distributed to ten food pantries throughout Calvert.

Cathy Ring, Director of Operations, and Reverend Robert Hahn of Chesapeake Church welcomed me along with a number of volunteers and instructed us in what we were about to do. They pointed to over a hundred tall food collection boxes bearing the familiar End Hunger logo and explained that the boxes had been retrieved from strategically placed sites in over 50 participating businesses, churches, libraries, etc., throughout the county. Canned and boxed food items needed to be removed from the boxes, sorted by type--vegetables, fruit, pastas, soups, etc.- - and placed in cut-off boxes by food category. Once a food-type-box was full it was to be moved to pallets to await pickup from a participating food pantry. As we worked, John Pappas arrived from one of the food pantries, Randle Cliffs, with his “shopping list” of items he needed to replenish the shelves of his pantry. Sorting and repacking must be addictive because John pitched in and sorted for nearly an hour before leaving with his treasures.

For hours I bent over to lift the food items from the boxes and walk the items to appropriate food-type stations arranged around the warehouse. Bend, lift, carry, walk. Bend, lift, carry, walk. It didn't take long to realize that anyone who did this a few days a week had no need of a fitness center membership.

As we worked, Cathy and Robert explained that although Calvert is the sixth wealthiest county in the United States it also has a high foreclosure rate, that the poverty rate in Calvert rose to 4.8% last year, and that the food goes to Calvert residents caught in a quagmire known as “food insecurity,” a situation defined as “the state of, or risk of, being unable to provide food (to oneself, a family, a nation).” It's a state of not knowing where the next

meal will come from. It's a state that over 10,000 Calvert residents struggle with. It's a state where the working poor have to make daily choices about whether to make a utility or rent payment or put food on the table.

As I carried cans of what Cathy referred to as “protein” (beans and canned items such as chili and beef stews) I thought about the number of tables that would groan the next day under the weight of Thanksgiving abundance and I was saddened to realize that many Calvert families would be thankful to open a can I carried in my hand.

Working at End Hunger was an eye-opening and rewarding experience. Perhaps someday I'll have an opportunity to work at one of Calvert's food pantries and see firsthand how the generosity of Calvert residents can affect the lives of so many others.



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.

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.

Chamber Membership verification forms have recently been mailed out. Please return the form to the Chamber office no later than **January 14, 2011** to ensure we have your most up to date information in our database. This information is also used in the member's guide to member businesses section in the annual Chamber Business & Community Services Directory.



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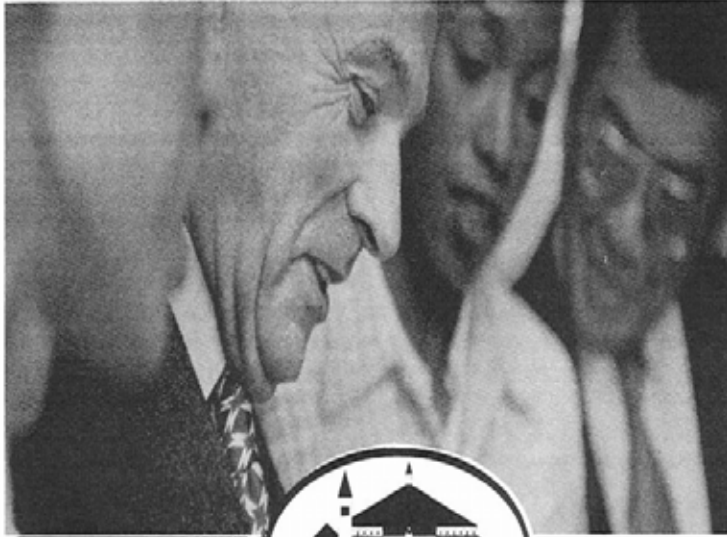
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The Chamber would like to thank the following members for reaching this membership milestone in January!

Fifteen Years

Battle Creek Nature Education Society

Twenty Years

*Edward L. Sanders Insurance Agency
United Way of Calvert County*

Twenty Five Years

Matoaka Beach Cabins

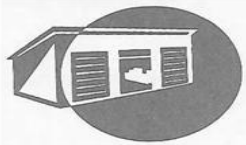
Thirty Years

*Calvert Marina
Margaret H. Phipps*



At a recent dedication for the newly published oral history book, "Changing Landscapes in Southern Maryland," the three Southern Maryland county public library directors were presented with a copy of the book by Sharan Marshall, director of the Southern Maryland Regional Library Association. From left to right: Kathleen Reif, director, St. Mary's County Library; Emily Ferren, director, Charles County Public Library; Marshall; and Patricia Hofmann, director, Calvert Library.

Photo by Darrin Farrell.



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