

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

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The 2011 Chocolover's Affair "An Evening to Remember"

The 6th Annual Chocolover's Affair once again showcased the wonderful talents of area restaurants, caterers and bakers as well as award winning wines from Running Hare Vineyard. DJ Dave Lysinger's music lured people onto the dance floor, and the bidding on the Silent & Live Auctions was spirited as always.

The winner of this year's "People's Choice Dessert" was Cindy Selby, owner of Blondie's Baking Company for her Mocha Crunch Cake.

The Chamber would like to express appreciation to all of our wonderful Chocolover's Sponsors:

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Constellation Energy Nuclear Group
Fantasy World Entertainment
Running Hare Vineyard
Show Place Arena**

Milk Chocolate

**Calvert Design Group
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Maryland Country Catering
PNC Bank
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SMECO**

Assorted Chocolates

Keep It Simple Computer Training



**9th Annual
Women of the World
Luncheon & Awards Program**

**Plan to attend this special event &
celebrate
Women's History Month!**

**Saturday, March 26, 2011
11:30 a.m. - 2:00 p.m.
St. Paul's Episcopal Church
25 Church Street
Prince Frederick**

**Chamber member Victoria Ronan
will be recognized at this event!**

**Tickets are \$27 per person
Deadline for reservations is
March 14, 2011**

(See enclosed flyer for more info)

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

March - Project Echo & Expressions Catering

April - ARC of Southern Maryland

May - Davis, Upton & Palumbo LLC

June - PNC Bank

July - Mini-Expo

August - Asbury~Solomons Island

September - Department of Social Services

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*For information on the Corporate Partner Program
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THE MEMBER-TO-MEMBER DISCOUNT PROGRAM

37 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 | Law Offices of Julie A. Scheibal |
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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

Savings Continue to Add Up for Participants in Calvert County's Prescription Drug Discount Program . . .

Calvert County's free prescription drug discount program is 18 months old, and county residents have filled more than 4,500 prescriptions at discounts averaging nearly more than 25 percent (\$13.86 per prescription), for a total savings of more than \$62,000. Introduced in July, 2009, the program helps consumers cope with the high price of prescription drugs. The county makes the free prescription drug discount cards available under a program sponsored by the National Association of Counties (NACo). The cards may be used by all county residents, regardless of age, income or existing health coverage and are accepted at all of the county's pharmacies. A national network of more than 59,000 participating retail pharmacies also honors the card. To use the discount card, residents simply present it at a participating pharmacy. There is no enrollment form, no membership fee and no restrictions or limits on frequency of use. Cardholders and their family members may use the card any time their prescriptions are not covered by insurance. The card also covers pet medications available at participating pharmacies. There is no cost to county taxpayers for NACo and Calvert County to make these money-saving cards available to our residents. Cards are available at all Calvert County libraries, senior centers, the Health Department and the Calvert County Department of Community Resources, located at 30 Duke Street in Prince Frederick. County residents can call toll free 1.877.321.2652 or visit www.caremark.com/naco for assistance with the program.

St. Mary's Hospital Vice President, Joan Gelrud to Chair 2011 St. Mary's County March for Babies . . .

Joan Gelrud of Lexington Park will serve as the 2011 St. Mary's County Revenue Chair for March for Babies, the March of Dimes' biggest fundraiser. The March for Babies walking event helps fund lifesaving research and educational programs aimed at helping moms have healthy babies. Mrs. Gelrud, RN, MSN, CPHQ, FACHE, Vice President at St. Mary's Hospital, will lead this year's campaign to raise awareness and important funding for babies who are born prematurely or with birth defects. She has committed to raising \$20,000 in new revenue toward the local goal of \$85,000 to help moms have full-term pregnancies and healthy babies. Last year, the St. Mary's County event raised more than \$82,000. This year, Mrs. Gelrud hopes to bring in even more by focusing on new revenue and helping to raise awareness in the area. "As a health care business leader, March for Babies gives me a great opportunity to help my community," said Mrs. Gelrud, who will be visiting local businesses to request their support in the coming months. "One in eight babies in St. Mary's County is born prematurely. Our oldest child was one of them. Babies born too soon are more likely to die or have disabilities. We must work together as a community to help all moms have healthy pregnancies and healthy babies." The new chair has already recruited several volunteers including Jan Barnes of Century 21 - New Millennium, Julie Randall of Wyle Laboratories, Lori Werrell of St. Mary's Hospital and Karen Fennell of Healthcare Advisory Solutions. Local residents can sign up today at www.marchforbabies.org and start a team with co-workers, family or friends. More than 400 people attended last year's event, which will return to Leonardtown Square on April 30. St. Mary's County March for Babies Kick Off will be Tuesday, March 1 at the Panera in California, Maryland. Residents are invited to drop by anytime from 6 to 8 p.m. to learn more about March for Babies and collect supplies. In addition, Panera will donate 10% of all sales to the March of Dimes "We're excited to have Joan Gelrud on board to help us in St. Mary's County," said Shannon Gilbert, State Director for the March of Dimes Maryland-National Capital Area Chapter. "Her passion and commitment to helping our babies will be a key element in the success of March for Babies in St. Mary's County. We are fortunate to have someone so committed to our cause."

Photo by JAX Photography Featured on Cover of Annapolis Magazine . . .

If any of you have looked in the magazine section lately, you may have noticed local photographer and chamber member Jacqueline Malonson's cover photo. In the photo are Jax Photography's signature red umbrellas. Her company Jax Photography's image was featured on the cover of the winter issue of "What's Up Annapolis" magazine. The winter scene features a local couple in the snow on their wedding day from last years January 30th blizzard. It is available on new stands now.

Patuxent Habitat for Humanity Receives Check From Toyota of Southern MD . . .

Toyota of Southern Maryland presented Patuxent Habitat for Humanity (PHH) with a check for \$2,300 on Jan. 19. The dealership selected five local charities to benefit from its "Toyota of Southern Maryland Gives Back" awards during the holidays whereby funds from each vehicle sold are earmarked for nonprofit organizations. Patuxent Habitat is a seven-year-old nonprofit whose purpose is to build affordable homes for working families in St. Mary's and Calvert counties. The organization is also well known for its ReStore, located outside the main gate of the base in Lexington Park, which opened in 2007. A second ReStore recently opened in Calvert County in the North Beach community. A Patuxent Habitat house costs about \$110,000 to build and the families who are selected to live there are required to help build it. Sponsors, primarily local businesses and individuals with a stake in the community, provide funding and volunteers for specific home builds. For more information on sponsorship or volunteering, call 301.863.6227 or 410.326.9050. Additional information can also be found at www.patuxenthabitat.org.

Calvert Library Hosts "All Music Open Mic" Sessions . . .

The Calvert Library Prince Frederick will host you and your song on Thursday, March 10 at 6:30pm. Whether you need to sing the blues, have a song in your heart, or just want to share the beat, sign up for a slot of up to 10 minutes. Join emcee and blues rodent Rocky Jones as he jumps another boxcar to evade the Law, the hound of doom, and the lonely waitress's angry boyfriend. Last year there was a wide variety of music with its roots in the blues...gospel, folk, old-timey blues and more. All musical genres are welcome. This is the third year Calvert Library has offered an All Music Open Mic and it seems to grow each year. According to Robyn Truslow, Public Relations Coordinator for Calvert Library, "Some customers are surprised to hear music in the library. No one has complained and many have expressed satisfaction and approval that the library hosts such events." The music events have been so popular, that two teen events were added this year called Experimental Expression Kafé (E2K). The next E2K is Wednesday, April 20 and is described in library publicity as a "performance lab for teen music, poetry and mayhem." Teens are told, "You don't have to keep it nice, just keep it legal!" In May, Calvert Library hosts a different musical performance each Tuesday evening. Talented duo Acoustic Eidolon will be here from Colorado again this year so keep an eye out for the schedule. For more information, call the Calvert Library Prince Frederick at 410-535-0291 or 301-855-1862.

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

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

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 Arbonne International-Victoria Ronan
 B & L Biz, Lynda Adams
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 Infinite Errands
 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 BAHs, 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.

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@calvertchamber.org or 410-535-2577



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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.



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

Five Years

Calvert Systems Engineering, Inc.

Ten Years

*Mary Lou Too Charters
 Educate & Celebrate, Inc.*

Fifteen Years

Servpro of St. Mary's & Calvert

March Event Reminder

- Tuesday, March 1 - Lead Share 8:30 a. m. Chesapeake Church
 Ribbon Cutting 9:30 a.m. Care Net Pregnancy
 Center of Southern Maryland
- Tuesday, March 8 - Govt. Affairs Mtg. 4:00 p. m. Davis, Upton,
 & Palumbo, LLC
- Wednesday, March 9 - Women to Women noon Dream Weaver's Café
- Thursday, March 10 - BAH 5:30 p.m. Project Echo & Expressions
 Catering
- Friday, March 11- Executive Board Meeting 8:30 a.m. Chamber
- Tuesday, March 15 - Lead Share 8:30 a.m. Chesapeake Church
- Wednesday, March 16 - Board Meeting 4:30 p.m. Chamber

(Cont. from pg. 1)

A huge thank you to the following restaurants, caterers, and bakers who donated the delicious Hor d' Oeuvres and Dessert Creations:

Adam's The Place for Ribs, Asbury-Solomons Island, Blondie's Baking Company, Chesapeake Grille & Deli, Dream Weaver and Events, Catering & Café, DuPauls Catering, Expressions Catering, The Greene Turtle, Herrington on the Bay Catering, Jake & Al's Chop House, Mamelah's, Maryland Country Caterers, Rod N' Reel Restaurant, Salsarita's, Saphron, LLC

The Chamber would also like to thank all of the generous donors of auction items:

Arbonne International - Victoria Ronan, Beach Cove, Bead Boutique, Bowen's Grocery, Chesapeake Beach Resort & Spa, Community Bank of Tri-County, Dunkirk Chiropractic & Wellness Center, Dunkirk Wine & Spirits, Sheriff Mike Evans, Expressions Catering, Fantasy World Entertainment, First Home Mortgage - Darren Rickwood, The Greene Turtle, Hilton Garden Inn Solomons, Jaspers American Grille, Jax Photography, Jerry's Place, Dr. Eugene & Vicky Karol, Keep It Simple Computer Training, Ledo Pizza & Pasta- Lusby, Maerten's Fine Jewelry & Gifts, My Phone Man, Polk Insurance & Investments, Port of Call, Rod N' Reel Restaurant, Ruddy Duck Brewery & Grill, SendOut Cards- Raleigh Weckbaugh, Commissioner Susan Shaw, Show Place Arena, Silpada Designs- Barbara Huber, Smith Insurance Services, Christine Trent, The UPS Store, United Way of Calvert County, Wemyss Liquors.

The ChocOver♥s Affair has become the Chamber's signature event and would not be possible without the hard work of the Choclover♥s Committee. Pat Broach and Darren Rickwood put in long hours of behind the scenes work to ensure the success of the event. Also, Dave Benson and Debbie Hamann worked tirelessly to coOrdinate all of the food and beverages and seating for the event. Last but not least, Jax Photography volunteered their time to



Calvert Chamber President/CEO Carolyn McHugh, Chocover♥s Co-Chair Pat Broach, & Chair Darren Rickwood present the People's Choice Award for best dessert to Cindy Selby of Blondie's Baking Company.

Photos courtesy of Jax Photography



Cindy Selby proudly displays her Mocha Crunch Cake

	<p>Michelle Fitzwater Regional Sales and Marketing Rep 5330 Reisterstown Road Baltimore, MD 21215 1-866-WE R CRDN Fax: 410-358-8369 Michelle.Fitzwater@CRDN.com www.crdn.com</p>
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<p>An Exclusive Offer For Chamber Members</p> <p>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.</p>

**WELCOME
NEW
MEMBERS**



Calvert Healthcare Solutions

Mike Shaw
11845 H. G. Trueman Rd.
Lusby, MD 20657 (Physical Address)
P.O. Box 1743
Lusby, MD 20657 (Mailing Address)
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www.calverthealthcare.org
info@calverthealthcare.org

Nonprofit that provides primary healthcare access for Calvert County low income residents.

Friends of Tony O'Donnell

Tony O'Donnell
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Solomons, MD 20688
410-326-0081 (Phone)
www.Delegateodonnell.com
Anthonyodonnell@House.State.md.us

Associate/ Patron Member

Lord Calvert Bowling Center

Tamara Myers
2275 Solomons Island Rd.
Huntingtown, MD 20639
410-535-3560 (Phone) 410-535-9599 (Fax)
www.lordcalvertbowling.com
tamarabzj@aol.com

Lord Calvert Bowling Center is a locally owned business that has been serving Calvert County since 1976. There's plenty to do at Lord Calvert Bowling Center with 22 lanes of fun featuring State of the art equipment. Customers can always enjoy a cool refreshing drink from our full service bar, a snack that hits the spot or even a delicious meal from the Grille. On weekends, the lights go out, the pins light up, the music blasts and lasers beam around the room during our Laser Light Nights. We host parties for every occasion, and if you're up for a challenge, try your hand at one of the hot new games in our video arcade area. We also host leagues for our competitive bowlers as well as those folks who just want to have fun. Lord Calvert Bowling Center is very active in our community and provides Calvert County Public Schools with the Bowlers Education In-School bowling program.

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

HOW TO USE BCC (Blind Carbon Copy) IN OUTLOOK.

By: Idea Solutions

Have you received an email from someone and your email account is listed along with a huge number of other email accounts?

In the environment today, with spam being a major problem, it is not advisable to get your email account in such a large list. It is also not advisable to be "that person" giving out email accounts freely. If this list falls into the hands of spammers, everyone in that list will start getting spammed.

Spamming is not the only reason for keeping email accounts private. You may be in a business where you need to send important messages to all of your clients or associates, but you need to keep the other email accounts confidential.

Outlook provides that type of feature. It's called the BCC: or Blind Carbon Copy. By default, Outlook has the BCC: field hidden in the Send form. You need to turn this on. Once this feature is turned on, it will remain on until you turn it off. For the different Outlook versions, here is how to turn the BCC field on.

Outlook 2003:

Select New Message. In that window select "View", Click on "BCC Field"

Outlook 2007 and 2010

Select New Message. In that window select "Options", then click on "Show BCC": button.

The best way to use this function is to put your email account in the TO: field and copy all the other email accounts into the BCC: field. When the recipient receives the email, the only email account they will see is your email account in the TO: field. All the other email accounts will remain private.

When you use this method to send mass mailings, the recipients will know that you are understanding about spamming issues and the need to keep other email accounts private. They will like you for that.

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“The Traveling Apprentice” Works for the United Way of Calvert County

My Traveling Apprentice experience this month was in support of United Way’s major annual fundraising event, Mardi Gras: Glitz and Glam, to be held at the Show Place Arena on Saturday, March 5. Kelly Chambers, President & CEO, indicated that United Way, in partnerships with 29 county partner agencies, uses proceeds from the event to be a moving force in the County by improving lives and building a stronger community.

This assignment would be unusual in that I won’t be an “apprentice”, per se, because I already had experience and a modicum of skill in the task I was to perform.

A major component of Mardi Gras is the Silent Auction, a way to raise money while adding another layer of festivity when party-goers get into friendly bidding competition to secure that perfect auction item. Items for the silent auction are secured through donations from individuals and business. Most items can be placed directly on the bidding table. Others have too many parts and pieces to be placed, as is, on the table, and still others just need an additional dose of glitz and glam. These items often benefit from being placed in an attractive gift basket. My assignment: Assemble gift baskets for the Silent Auction.

The project came with built in challenges. A professional gift basket maker has a menu of themed baskets for which she uses standard baskets, standard contents, and standard bows. Assembly is fast and efficient because the professional knows exactly which container to use and where its contents will be placed: Guesswork is taken out of the process. Not so, here. Here I worked with disparate items from the donation table and assorted sizes of baskets collected from thrift shops, friends and family.

Through a time consuming process of trial and error I matched items with baskets and began assembly. Using a trick of the trade to make the contents easier to see and give the illusion of a fuller basket, I filled the bottoms of each basket with whatever filler materials were available --packing peanuts, crumbled paper, etc. Over the fillers I placed thick layers of

colored shredded paper or tissue paper. I positioned bigger and taller items toward the middles or backs of the containers and strategically placed other objects around them, striving each time for balance in weight and arrangement. I secured items in place by discretely taping items to each other, or by tying items to the container itself or to the basket handle. Next came the cellophane wraps and bows.

Hours later I cleaned the work area and arranged the baskets down the center of a conference table where they strutted their stuff like beauty contestants on a runway. Saucy baskets sporting riotous cascades of curly ribbon mixed it up with tall, stately baskets wearing elegantly sculptured wired-ribbon bows. And everywhere the baskets’ contents seemed to implore, “Look at me. I’m the most beautiful. Pick me.”

I hope Mardi Gras bidders will heed their Siren calls and bid vigorously and generously: It is for a worthy cause.



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.

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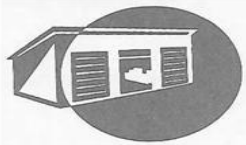
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ATTENTION LADIES! The Women to Women networking group meets the 2nd Wednesday of every month at Dream Weaver Cafe at 12:00 noon in Prince Frederick. The cost for lunch is \$12.00 but you do not have to purchase a lunch to attend. The cost for non-members to attend is \$20. Our next meeting will be held on **March 9** Please RSVP with Victoria Ronan at 410-474-7620 or victoriaronan@yahoo.com



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