

**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*

Inside This Issue

Updated BAH Calendar . . . . .	2
Member to Member Discounts . . .	3
Press Releases . . . . .	4
May Event Reminder . . . . .	6
BAH Door Prize Donors . . . . .	6
Welcome New Members . . . . .	7
Traveling Apprentice . . . . .	9



**LIKE US ON  
FACEBOOK**

[www.facebook.com/Calvert  
CountyChamber](http://www.facebook.com/CalvertCountyChamber)



**Business After Hours  
Mini-Expo**

July 14, 2011  
4:30 - 7:30 p.m.  
Calvert County Fairgrounds  
Admin Bldg.

**Presented By:**  
Calvert County Chamber of Commerce  
Calvert County Fair, Inc.  
PNC Bank

**Sponsored By:**  
College of Southern Maryland  
Comcast  
Community Bank of Tri-County  
Fantasy World Entertainment

**Catering By:**  
Expressions Catering

Take advantage of this great opportunity to showcase your business or plan to attend and network with Chamber members while checking out the wide variety of goods and services all under one roof! Spaces go fast so reserve your table today.

(See enclosed flyer for more info)

**15th Annual Golf Classic**

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

**Presented By:  
PNC Bank  
Show Place Arena**

**Sponsored By:  
Community Bank of Tri-County  
Fantasy World Entertainment  
SMECO**

**Beverage Cart Sponsored By:  
First Home Mortgage, Darren Rickwood**

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

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



(For more information see pg. 6)



**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*

**Board Members**

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**

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

***NETWORKING MADE  
SIMPLE IN A RELAXED  
ATMOSPHERE***

*An excellent opportunity to finish the  
business day in the company of fellow  
members and expand your circle of contacts!*

**THANK YOU TO OUR  
2011 CORPORATE PARTNERS**

**Your commitment to the Chamber helps all  
of our members.**

**Executive Corporate Partner**

**Constellation Energy Nuclear Group**

**Fantasy World Entertainment**

**PNC Bank**

**Show Place Arena**

**Lord Calvert Society**

**SMECO**

**Chairman's Club Partner**

**College of Southern Maryland**

**Comcast**

**Community Bank of Tri- County**

**Dominion Cove Point LNG**

**First Home Mortgage, Darren Rickwood**



*For information on the Corporate Partner Program  
or Sponsor Level Program contact the Chamber at*

*410-535-2577*



POWERING OUR COMMUNITIES

TO A **BRIGHTER** FUTURE.



**Constellation Energy**<sup>®</sup>

The way energy works.<sup>™</sup>



**PRACTICE YOUR ABC'S  
ALWAYS BUY CHAMBER  
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                | Sisk Auto Body                                    | The Baynet.com                        |
| Shelden Studios, LLC                        | Silpada Designs, Barbara Huber                    | Tek-NiqueInk                          |
| The Calverton School                        | Wemyss Liquors                                    | Nature's Way To Health                |
|   |   | Infinite Errands                      |

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

### **Davis, Upton & Palumbo, LLC Announces Their Newest Associate . . .**

Davis, Upton & Palumbo, LLC is proud to announce the addition of Joshua A. Welborn as an attorney with our law firm. Joshua A. Welborn is an associate of Davis, Upton & Palumbo, LLC and will be engaged in the general practice of law. Josh earned his law degree from Florida Coastal School of Law, located in Jacksonville, Florida. While in law school, Josh volunteered with the Jacksonville Florida Legal Aid where he assisted low-income families in the local community with civil legal problems including areas of Landlord/Tenant, consumer protection and employment law. During this time, Josh also volunteered at the Florida Coastal Consumer Law Clinic where he assisted with representation of consumers with consumer protection and mortgage modification. In addition, Josh was a member of The Property Club where Josh reviewed purchases of local properties in the Jacksonville area and worked in the area of Florida property law. Following school, Josh volunteered at the Maryland Office of the Public Defender in Prince Frederick, Maryland. There Josh provided legal representation to needy defendants in Maryland which included safeguarding fundamental individual rights and ensuring access to guaranteed protections. Josh serves as a board member of the Boy's & Girl's Club of Southern Maryland. As a board member, Josh oversees all legal related decisions and provides assistance with long term strategies that will promote the development of young people in Calvert County. Josh is a member of the Maryland Bar and Calvert County Bar Associations. On the weekends, Josh enjoys playing recreational rugby and is a member of the Kiwanis Club. Josh has resided in Calvert County for more than 22 years and currently lives in Port Republic with his wife and son. We at Davis, Upton & Palumbo, LLC are excited to have Josh on our staff. To make an appointment with Josh please call Davis, Upton & Palumbo, LLC at 410-535-1780 or email him at [jwelborn@DavisUpton.com](mailto:jwelborn@DavisUpton.com)

### **SMHEC Board Approves New Master of Science in Mathematics Education: Secondary School Track . .**

The Board of Governors of the Southern Maryland Higher Education Center, at its bi-monthly meeting held on March 24, 2011, approved the presentation of a new degree from Towson University, a Master of Science in Mathematics Education: Secondary School Track. Graduates are prepared to become master teachers, curriculum developers, mathematics supervisors, and other positions of leadership. The educational experience of high school students in Southern Maryland will be enhanced by dedicated mathematics teachers with the skills to bring the classroom experience to new levels of success. Courses will start in the Fall, 2011 semester, and will be offered at the SMHEC campus located at 44219 Airport Road in California, Md. For more information on SMHEC go to [www.smhec.org](http://www.smhec.org) or call 301-737-2500.

### **The Arts Council of Calvert County to Host a Gallery Opening Reception . . .**

CalvART invites you to a gallery opening reception for "The Art of the Garden" on May 7th from 5:00 to 8:00 p.m. at their location in Prince Frederick. The show will run from May 4th thru June 5th.

### **Donald Parsons, Jr. Joins Community Bank of Tri-County as the Senior Commercial Lender For Calvert County . . .**

Community Bank of Tri-County is pleased to announce that Donald Parsons, Jr. has joined the bank as Vice President and Senior Commercial Lender for Calvert County. Mr. Parsons brings with him over 15 years of banking experience, serving as a Senior Vice President and Senior Loan Officer with Mercantile

and its predecessor Calvert Bank and Trust. Mr. Parsons is a graduate of Shepherd University and he received his Master of Business Administration from The Sellinger School of Business at Loyola College. "Don has been a resident of Calvert County for many years and is actively involved in his community. His ideals, work ethic, and dedication to Southern Maryland closely match the Culture of Excellence here at Community Bank," said Greg Cockerham, Executive Vice President and Chief Lending Officer. "Don is a proven leader that understands the many challenges and opportunities present in the banking industry. I am delighted to welcome him to our team." Community Bank of Tri-County is the oldest independent financial institution headquartered in Southern Maryland with ten branches and over \$863 million in assets. Community Bank of Tri-County branches are conveniently located throughout Calvert, Charles and St. Mary's counties.

### **ARC of Southern MD to Host Golf Classic . . . .**

The Arc of Southern Maryland's 9th Annual Pat Collins Golf Classic. 7:30 a.m., May 26, Twin Shields Golf Club, 2425 Roarty Road, Dunkirk. The Arc of Southern Maryland hosts the 9th Annual Pat Collins Golf Classic. Proceeds support individuals and families of people with intellectual and developmental disabilities in Southern Maryland. Registration begins at 7:30 a.m., with a shotgun start at 8:30 a.m. Sponsorship opportunities available ranging from tee sponsor to admiral level sponsor. Registration is \$150 per individual player and \$600 for team. For sponsorship opportunities or to register for the event, visit [www.arcsomd.org](http://www.arcsomd.org), 410-535-2413, Ext. 123 or [jparren@arcsomd.org](mailto:jparren@arcsomd.org).

### **Before You Fire Up the Grill, Join the Adult Day Care of Calvert County in the 2<sup>nd</sup> Annual Memorial Weekend Cross Country 5K....**

All About Beads, Wildewood Center, and Avery's Automotive, invite you to participate in this fundraising event for the Adult Day Care of Calvert County (ADC) at beautiful Kings Landing Park in Huntingtown on Saturday, May 28, at 9:30 a.m. This family friendly run/walk will meander through the beautiful fields and forested areas of this peaceful nature park to kick off Memorial Weekend – all for a great cause. The Adult Day Care of Calvert County is a non-profit organization that provides compassionate care for persons with dementia, Alzheimer's, the frail elderly, and disabled adults in our community. ADC would also like to thank Advanced Sealcoating, Athletes Zone Shoes & Apparel, Bay-side Chevrolet, and Glascock & Meenan Insurance Agency, Mike's Works LLC, and Neighborhood Dental for their support of this event. Medals will be given to the top finishers in each age group, with a small cash prize to the top overall male & female finisher. Complimentary refreshments will be provided for all participants, and free t-shirts will be given to the first 75 who register. A limited amount of additional t-shirts will be available for purchase for only \$5 dollars. To register, go to [active.com](http://active.com) and search 'ADC Memorial Weekend.' For more information, contact Executive Director Ed Sullivan at 410-535-0133 or visit [www.adcofcalvertcounty.org](http://www.adcofcalvertcounty.org)

### **Chesapeake Highlands Memorial Gardens to Host Remembrance Ceremony . . . .**

Join local EMS and Volunteer Firefighters in a remembrance ceremony honoring our fallen heroes. Chesapeake Highlands Memorial Gardens which is the future site of an EMS/Firefighters memorial, will be hosting the event on Saturday, May 21st at 10am. The Calvert County Fire and EMS Pipes and Drums will perform the song "Amazing Grace". Reception will follow. Rain or shine. Location is 3270 Broomes Island Rd. Port Republic, MD Direct all inquires to Chesapeake Highlands Memorial Gardens at 410-257-0544.

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.

---

## Five Tips to Improve Cash Flow for Small Businesses

By: Brian Compton, Business Banking Sales Manager, PNC Bank

For the nation's small businesses, the economy finally exhibits signs of improving. But many small business owners still need to strengthen cash flow in 2011. As venture capitalist Fred Adler put it, "Happiness is a positive cash flow." Indeed, more businesses fail for lack of cash flow than for want of profit.

Many ways exist to ensure that cash revenues exceed cash outlays, including simply changing business processes and getting tougher about collecting bad debt. PNC offers five proven ways to enrich business cash flow.

**1. Develop an informed forecast.** Determine your current cash flow and its future outlook. Tabulate all significant cash inflows that relate to sales, new loans, interest received and the like. Then analyze expected payments relating to wages, suppliers, capital spending, loan repayments, tax, interest payments and other expenses. The result will be net cash flow, positive or negative. Many businesses use a rolling forecast because of the flexibility it provides in responding to changing and volatile market conditions. This is especially helpful if your sales start increasing and you find yourself thinking about adding employees and inventory. Those steps will accelerate near-term cash disbursements, so it's important to map out when you expect expenses to increase before sales do, usually before your big sales season.

**2. Take advantage of innovative technologies.** Software is available today that offers a computer-based mathematical model to prepare cash-flow projections and estimate short-term banking requirements. Advances in payment technologies provide online bill pay services that will help decrease the time and costs involved with paying bills. Additionally, credit, check and purchasing cards can help control the timing of payments and track spending more effectively.

With today's affordable computer software, small businesses can invoice promptly and follow up quickly when payments are slow to arrive. They also can track receivables to identify slow-paying customers.

**3. Invest excess cash effectively.** Times do occur when a business owner has more cash on hand than needed to meet current obligations. When this happens, take advantage of mechanisms like sweep accounts, money-market accounts and certificates of deposit to invest excess cash while maintaining liquidity. Sweep accounts have become increasingly popular among businesses because they provide higher returns on cash that might otherwise languish in commercial checking accounts.

**4. Ensure access to cash.** Don't wait to obtain financing until you have an urgent need for cash. Establishing a revolving line of credit when you are flush with cash ensures access to the credit needed to respond to cash shortfalls or to take advantage of fresh opportunities. Access to emergency financing is vital for small businesses. Business owners generally find that it takes longer to be paid than expected. If you wait until your situation is precarious before seeking a credit line, most banking institutions won't extend credit. Many small businesses set aside funds in an interest-bearing "rainy-day" account that they can draw on in an emergency. These reserves, however, should be set up *before* they're needed.

**5. Don't be afraid to ask an expert.** A third-party expert's perspective and guidance can prove invaluable. Many financial institutions have created "Ask an Expert" services. PNC offers a service called Cash Flow Options, or CFO. The service furnishes a customized analysis of a business' cash flow and recommends the tools needed to prepare for the peaks and valleys that all businesses experience.

Such tools and processes can help a small business accelerate its cash flow by:

- Streamlining its systems for accepting payments
- Enhancing its cash position by changing the way it pays, which takes a short time and costs less
- Investing its excess cash at the cash-flow peak to prepare for income valleys
- Using online information and reporting tools to make better business decisions

As the lifeblood of your business, it's clear just how important maintaining a positive cash flow is for small business owners. With an informed forecast and the proper tools, you can weather cyclical and competitive challenges while growing your business.

For more information, contact Brian Compton, Business Banking Sales Manager, PNC Bank, at 301.392.5168 or visit [www.pnc.com](http://www.pnc.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!!!

**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.

**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 or email [stephejt@co.cal.md.us](mailto:stephejt@co.cal.md.us) or visit [ecalvert.com](http://ecalvert.com)



**CHAMBER RIBBON CUTTING**



The Prince Frederick Animal Hospital proudly celebrated their new location with a ribbon cutting on April 9th. Staff and two and four legged patrons were all smiles as the ribbon was cut.

Whether you are just starting your business or have decades of professional experience, there are many ways to get engaged as a member of the Calvert County Chamber of Commerce.

**May Event Reminder**

- Tuesday, May 3 - Lead Share 8:30 a. m. Chesapeake Church
- Thursday, May 5 - BAH 5:30 p.m. Davis, Upton & Palumbo, LLC & Maryland Trust Title & Escrow, LLC
- Tuesday, May 10 - Govt. Affairs Mtg. 4:00 p. m. Davis, Upton, & Palumbo, LLC
- Wednesday, May 11 - Women to Women noon Dream Weaver's Cafe
- Friday, May 13 - Executive Board Meeting 8:30 a.m. Chamber
- Tuesday, May 17 - Lead Share 8:30 a.m. Chesapeake Church
- Wednesday, May 18 - Board Meeting 4:30 p.m. Chamber
- Friday, May 20 - Golf Classic 8:00 a.m. Chesapeake Hills Golf Club

**WELCOME  
NEW  
MEMBERS**



**ACN- Mary T. Bowen**

Mary T. Bowen  
5811 Sunderland Ct.  
Sunderland MD 20689  
443-964-4972 (Phone) 443-964-4976 (Fax)  
www.marytbowen.acnrep.com  
maryt@marytbowen.com

ACN- The world's largest direct seller of telecommunications and home services.

**Ferrante & Dill, LLC**

Jennifer Dill  
141 Main Street  
Prince Frederick, MD 20678  
410-535-6100 (Phone) 410-535-1022 (Fax)  
www.ferrantedill.com  
admin@ferrantedill.com

We are a regional law firm that represents clients throughout Southern Maryland. Our lawyers handle a wide range of legal issues including: Family law, personal injury, criminal and business matters. Learn more about our firm at [www.ferrantedill.com](http://www.ferrantedill.com)

**Harbours at Solomons Island**

Lynne DePaso  
8120 Woodmont Ave. Suite 300  
Bethesda, MD 20814  
888-814-3330  
www.TheHarbours@SolomonsIsland.com  
sales@liveatSolomonsIsland.com

New homes in Solomons Island

**GSN Office Furniture, Inc.**

Cheryl & Sam Skillin  
1145 Clay Hammond Rd.  
Prince Frederick, MD 20678 (Physical Address)  
P.O. Box 802  
Prince Frederick, MD 20678 (Mailing Address)  
301-855-1555 (Phone) 410-535-4188 (Fax)  
gsn@olg.com

Full line of office furniture products including cubicles, executive offices, conference rooms, reception furniture, seating, labs and much more. 3D design and installation services available.

**Law Offices of Rose C. Crunkleton**

Rose Crunkleton  
1837 Battery Lane  
Owings, MD 20736  
410-257-1057 (Phone) 301-812-1576 (Fax)  
rosecrunkleton@comcast.net

Law Practice

**Trade Contracting, Inc.**

Nancy Haley  
P.O. Box 1243  
Owings, MD 20736  
410-474-5259 (Phone) 301-855-4167 (Fax)  
www.TradeContacting.com  
Nancyh@TradeContracting.com

Mechanical contractors specializing in medical gas, commercial plumbing and HVAC

***Please join us in welcoming our newest Chamber members by patronizing their businesses.***

***Chamber members enhance our community by building business success!***

**CHAMBER INFO**

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

**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.

**WOMEN to WOMEN**

Please note that there have been a few changes to the attendance fees for the Women to Women luncheons. Chamber members may attend for free and if they would like to purchase a lunch the cost is \$12. The cost for non-members to attend is \$20 and they may also purchase a lunch for \$12. Non-members must pay in advance. They may apply the \$20 towards membership to the Chamber for up to 30 days. The Chamber encourages everyone to pay ahead of time to avoid the crush at the registration table. Please make your reservation and lunch choice by calling the Chamber at 410-535-2577. Menu choices will be emailed to all Women to Women members several weeks before each luncheon. The luncheons are always held on the 2nd Wednesday of each month at 12 noon at Dreamweaver Café in Prince Frederick.



Congratulations to Chamber CEO/President Carolyn McHugh and Chamber Member Victoria Ronan for being honored at the 9th Annual Women of the World Awards Luncheon on March 26th. The Calvert County Commission for Women chose Carolyn as their Business Honoree and the Calvert County Chamber of Commerce chose to honor Victoria for her contributions to women in business.



The April BAH at The ARC of Southern Maryland gave Chamber Members a chance to hear about programs and services that are offered to children and adults with intellectual and developmental disabilities.



COMMUNITY BANK @ WORK

# No matter what the challenge, we can lend a hand.

**Complete business banking solutions, including competitive loans and lines of credit.**

**Dunkirk - Cathy Thompson - 410-257-0840**

**Lusby - Dawn Kerns - 410-326-3406**

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



OUR SERVICE EXCEEDS EXPECTATIONS.



1-888-745-BANK • www.cbtc.com

## “The Traveling Apprentice” Works for Calvert County Tourist Information Center

This month’s Traveling apprentice assignment took me to the Calvert County Tourist Information Center nestled at the base of the Thomas Johnson Bridge in Solomons where I would serve as a Tourist Information Specialist. The Solomons Center, as well as its sister center co-located in the same building as the Fairview Library, are owned and operated by the County. The Centers exist to promote tourism, a valuable economic engine for our county.

A Tourist Information Specialist is like a County ambassador to tourists who visit the two centers seeking information about tourist sites, hotels, directions, etc. The Centers maintain nearly 250 pieces of printed information, information that includes Calvert County tourist brochures relating to county tourist attractions, maps, out-of-county material, special event material, etc. Last year the Centers collectively distributed nearly 50,000 pieces of printed material. My assignment - in between assisting visitors - was to inventory shipments of brochures, log them in, and restock shelves.

I was determined to live up to the goal of every TIS: to ensure that guests received so much information about our wonderful county that they leave with handfuls of brochures and the knowledge that they couldn’t possibly see and do everything they’d just learned about in one trip, so they’d just have to plan another trip to Calvert!

Specialists annually greet thousands of visitors. The County’s Department of Economic Development heavily promotes Calvert as a destination site within Maryland and to our neighboring states, so nearly 75% of the visitors come from Maryland, Virginia, Pennsylvania, Washington, D.C., New York, Florida, and New Jersey. Other visitors come from the rest of the U.S. and foreign countries.

That day, in addition to U.S. visitors who came to the center, we greeted one foreign national who spoke little English. (Little. As in, none.) My cohort listened closely and ultimately decided he must be inquiring about hotel accommodations. Through a series of gesturing, pointing, and pantomiming she gave him directions and then - with a series of nods and smiles - we waved him out the door, both of us fervently hoping that my associate had guessed correctly and that the traveler was, indeed, actually even seeking a hotel.

Later, a series of cars pulled into the parking lot and confused drivers spilled out bearing computer generated directions to a conference in the area, directions they’d down-loaded from a popular on-line map-search site. The directions, unfortunately, listed a road which doesn’t exist in Calvert. After helping a number of these frustrated individuals, curiosity got the better of my partner and she asked a driver what company he worked for. Chagrined, he admitted that he and the other drivers all worked for a computer company in Alexandria that wrote directions for the very on-line map-search site from which everyone had obtained their directions.

Surely he jested!

Whether he did or not, I know that the next time I want current, accurate information about an area, I’m heading for a Tourist Information Center where there are real live, knowledgeable, people to answer my questions.

Forget the computer.



*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.*



Your #1 Southern Maryland Source for  
**TECHNOLOGY!**



Xerox Equipment

- Copiers
- Multifunction Equipment
- Color Solutions
- Printers
- Fax
- Scanning Solutions



Network Solutions

- Network Set-Up
- Wireless Enablement
- Off-Site Back-Ups
- Network Management
- Computer Repair
- Server Installation

*"We'd highly recommend these guys for their ability to focus on support without trying to sell unnecessary equipment and services that aren't needed"*

- Vic DeMattia, Patriot Medical Transport

301-632-5555

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



XEROX® and the sphere of connectivity design are trademarks of Xerox Corporation in the United States

# ACHIEVEMENT: THRIVES LOCALLY



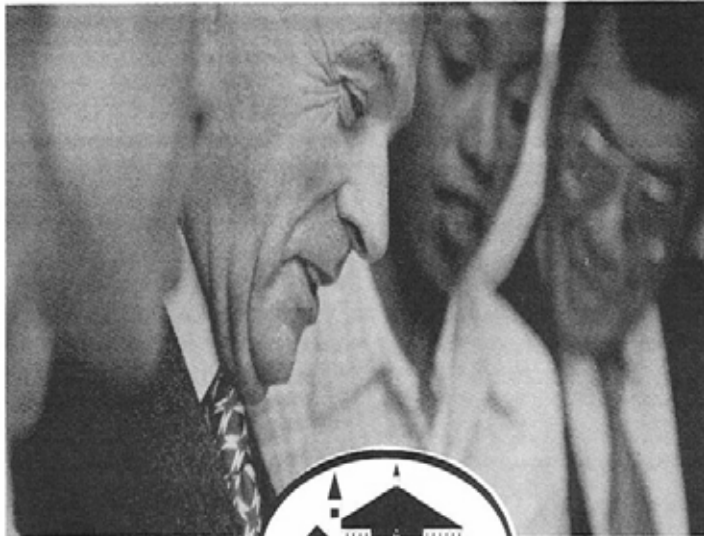
**Our commitment remains stronger than ever to help everyone in our community achieve more than ever.**

**1-877-CALL-PNC**

**VISIT [pnc.com](http://pnc.com)**



# Show Place Arena . . .



## The Place to Meet

The Show Place Arena has the flexibility, location and hospitality to make your next meeting a success.

No one delivers the nation's 4th largest market like The Show Place Arena. You'll find our beautiful and modern facilities extremely flexible and able to hold meeting of 10 people or 2000.

We are conveniently located near major highways and airports in and around suburban Maryland, Washington D.C. and Northern Virginia. Our well-informed, courteous staff is waiting to help make your event a success.

To learn more about The Show Place Arena check out our website [www.showplacearena.com](http://www.showplacearena.com) or call Bill Chambers at 301-952-7900

14900 Pennsylvania Avenue UpperMarlboro Maryland 20772  
[www.showplacearena.com](http://www.showplacearena.com)



### Custom Design Built Home located in Leonardtown, MD

## W. M. Davis, Inc.

GIVE YOUR PROJECT  
THE SOLID FOUNDATION IT DESERVES  
WITH COMPLETE TURN-KEY CONSTRUCTION MANAGEMENT  
FROM . . .



23511 HOLLYWOOD RD., LEONARDTOWN, MD 20650  
301-475-2755  
[WWW.WMDAVIS.COM](http://WWW.WMDAVIS.COM)

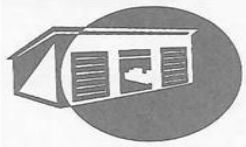


## Fantasy World Entertainment



Full Service Amusement Rentals  
Parties, Picnics, Promotions,  
Weddings, Bar Mitzvah's  
Delivered, Set Up & Operated by FW Staff  
Rides, Games, Casino,  
Tents, Tables, Chairs, Photography  
Dance Floors, DJ's, Game Shows  
And Much More!

**A WHOLE WORLD OF FUN!**  
**WWW.FWWORLD.COM | 800.757.6332**



# 231 Self Storage & Armory Road Self Storage

**Move in for  
Half Off!\***

**10% Member to  
Member Discount**

**10% off packing  
supplies\***

\*\*You must bring in your coupons  
in order to receive your discounts.

*Self Storage can offer your business:*

- The extra space it needs to grow
- A place to move your files so you can unclutter your home office and reclaim your closets
- An alternative to expensive warehouse space

We offer secure, clean, and convenient storage alternatives! Call our friendly staff today.

**Armory Road  
Self Storage**

191 Armory Road  
Prince Frederick, MD

**410-535-1799**

**231 Self Storage**

5270 Cutter Ct  
Prince Frederick, MD

**410-535-7565**



Calvert County Chamber of Commerce  
P.O. Box 9  
Prince Frederick, MD 20678

*Calvert County  
Chamber of Commerce,  
"Promoting Your Success!"*

**NAVIGATOR PRINTED BY**

**BENTLEY  
PRINTING**

**Quality Work for a Quality Price**  
WEDDING INVITATIONS • CARBONLESS FORMS • LETTERHEADS  
ENVELOPES • NEWSLETTERS • ADVERTISING BROCHURES • FLYERS  
COLOR & RAISED PRINTING

Blake Bentley  
e-mail: bentleyprinting@olg.com

410-414-5870  
Fax 410-414-5401

*Presort STD*

*U.S. POSTAGE*

*PAID Permit No. 336*

*Prince Frederick, MD*

*20678*

**Address Service Requested**