

**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

BAH Calendar . . . . .	2
Press Releases . . . . .	4 & 5
September Event Reminder . . .	5
Welcome New Members . . . . .	7
BAH Door Prize Donors . . . . .	8
Travelling Apprentice . . . . .	9



**LIKE US ON  
FACEBOOK**

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

**Calvert County Chamber of  
Commerce Commissioner  
Breakfast**

**September 19, 2011  
8:30 a.m. - 10:00 a.m.**

**Rod 'N' Reel Restaurant  
Chesapeake Beach**

**\$35.00 Per person**

**Chamber of Commerce Annual Meeting  
& Awards Dinner**

**October 26, 2011**

**Holiday Inn Solomons Conference Center & Marina  
6:00 to 9:00 p. m.**

**We Are Pleased to Announce the Winners of:**

**Small Business of the Year**

**New Business of the Year**

**Chamber Member of the Year**

**Home-Based Business of the Year**

**Please join us for this important event where we recognize  
outstanding members and businesses. See the enclosed flyer  
for reservation information.**

**Thanks to Our Wonderful Sponsors**

**Platinum - Dominion, Fantasy World Entertainment,  
Show Place Arena & SMECO**

**Gold- PNC Bank**

**Silver- College of Southern Maryland & First Home  
Mortgage, Darren Rickwood**

**Back by popular demand, comedian Taylor Mason will  
provide the entertainment!**

For years the Government Affairs Committee of the Calvert County Chamber of Commerce has offered venues for Chamber members to interact with their legislators at the annual Legislative Breakfasts. Those breakfasts have provided excellent opportunities for members to hear explanations from their State delegation about bills and legislation presented during sessions in Annapolis. Now, the Board of the Calvert County Chamber of Commerce is pleased to announce an opportunity for Chamber members to meet and hear from the Calvert Board of County Commissioners about what's happening closer to home.

On Monday, September 19 at the Rod 'N Reel, Mark Davis, Chair of the Chamber's Government Affairs Committee, will serve as Master of Ceremonies, just as he's done in the past for the Legislative Breakfasts. And, following the same format used at the Legislative Breakfasts, Davis will read questions from the audience, this time, though, the questions can be more narrowly focused on matters pertaining only to Calvert. The Board of Commissioners has been working hard since the election and the Chamber is pleased to offer a venue where they can answer questions about their initiatives and process.

Don't miss this opportunity to learn firsthand the answers to your burning questions about what's happening in Calvert.

Breakfast will be buffet-style.

(See flyer for reservations)

**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 Nuclear 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**

**September** - Calvert County Department of Social Services

**October** - First Home Mortgage, Darren Rickwood & The McNelis Group, LLC

**November** - Arts Council of Calvert County

**December** - College of Southern Maryland

**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 GENEROUS  
2011 CORPORATE PARTNERS**

**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**

The way energy works.™



**PRACTICE YOUR ABC'S**  
**ALWAYS BUY CHAMBER**  
**THE MEMBER-TO-MEMBER DISCOUNT PROGRAM**

**34 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                 | B&L Biz, Linda Adams                                     |                              |
| Calvert Business Machines/One Source        | Cash Flow Plus                         | Choice Floor Center                                      | DiGiovanni's Dock of the Bay |
| Discount Realty Services, USA Sandra Monger | Dunkirk Chiropractic & Wellness Center | Expressions Catering                                     |                              |
| Family Auto Mercedes BMW Specialist         | Gateau Physical Therapy                | Glover's Septic Services, Inc. & Portable Toilet Rentals |                              |
| Infinite Errands                            | J & J's Physical Therapy               | Jax Photography  | Jon S. Frank & Associates    |
| Law Offices of Julie A. Scheibal            | Little Protégés Early Learning Centre  | Mary Lou Too Charters                                    | Keep Well Fitness Center     |
| Nature's Way To Health                      | Polk Insurance & Investments           | Shelden Studios, LLC                                     | Meraj Dental Spa             |
| The Baynet.com                              | The Calverton School                   | Wemyss Liquors   | Sisk Auto Body               |
|   |  | Your Silver Lining, Barbara Huber                        |                              |

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

## Press Releases

### CSM Offers Discounted Season Tickets for 2011-12

**Season . . .** The College of Southern Maryland is offering limited season tickets for its productions during the 2011-12 season. A season ticket provides admission to as many as 27 events including festivals, concerts and theatre productions. The first 100 season tickets are being sold at a discounted rate of \$100. This year the CSM arts is bringing top talent to Southern Maryland. Events begin in September and continue until May, with various concerts and performances each month. In addition to plays, ticket holders also gain entrance to concerts such as the Jazz Festival, Latin music festival, the Barbershop Christmas and the music faculty showcase. "For only \$100 you're able to have access to all performances, which would normally cost you \$221. That's a savings of \$121," said Keith Hight, CSM technical director. Along with admittance, season ticket holders may select preferred seating for productions in the La Plata Fine Arts Center Theatre. For the schedule visit [www.csmd.edu/Arts](http://www.csmd.edu/Arts). For information on season tickets contact 301-934-7828, 301-870-2309, 240-725-5499, 443-550-6199, Ext.7828 or [bxoff@csmd.edu](mailto:bxoff@csmd.edu). CSM's campuses are accessible to patrons with disabilities. Audio description for the visually impaired and sign language interpretation for the hearing impaired are available with a minimum two week advanced notice. If you are interested in these services, please contact the academic support/ADA coordinator at 301-934-7614.

**Car Free Day Set for September . . .** On September 22, 2011 take the pledge to travel by transit, bicycling, walking, teleworking or ridesharing. Check out [www.carfreemetrod.com](http://www.carfreemetrod.com) for a chance to win prizes such as an iPad, bicycle or SmarTrip cards. Please contact George Clark, Rideshare Coordinator with the Tri-County Council for Southern Maryland at (301) 870-2520 ext. 19 or [gclark@tccsmd.org](mailto:gclark@tccsmd.org) with any questions.

**Win Your Own NOOKcolor . . .** Yes, Calvert Library still has print books! We also have a growing collection of e-materials that you can try from home. There are digital books and games for kids through TumbleBook Library. There are free downloadable e-books through the Maryland Digital eLibrary Consortium for use on your personal e-reading device or computer. You can borrow a library e-reader or a Playaway (A self contained digital audiobook). You can even look at digital reference books, magazines, journals and more through the library databases. Ask a librarian for a raffle ticket after you try out our digital collection or request a ticket when you ask about our digital collection. Fill it out for a chance to win your very own NOOKcolor!

**Running Hare Awarded Gold Medal . . .** Running Hare vineyard was awarded a gold medal for a Malbec variety at the Riverside International Wine Competition in California. They also took home two bronze medals for their Shiraz and Sangiovese. The competition has been held for thirty years using a blind tasting selection by professional wine evaluators. Barb Scarborough, director of sales and marketing at Running Hare Vineyard, is honored by the accolades. "Since opening as a commercial winery in August 2008, Running Hare Vineyard has been awarded five international gold medals for its wines competing against wineries from all over the world.

**Askey, Askey & Associates Announces New Audit Managers . . .** Askey, Askey & Associates CPA, LLC, a certified public accounting/business consulting firm serving the Southern Maryland region, is pleased to announce the appointment of Joseph P. Saunders, CPA and Christa Mudd, CPA to audit manager. Joe and Christa

will manage the firm's audit practice and will also play a key role in the firm's business consulting practice, providing technical accounting and advisory services. Joe joined Askey, Askey & Associates CPA, LLC as an audit supervisor in September 2008. After graduating from Salisbury University with a dual degree in accounting and finance in December 2004, Joe worked for 3 years at Mullen, Sondberg, Wimbish & Stone, P.A. in Annapolis, Maryland attaining the position of Senior Accountant. Since joining Askey, Askey & Associates, CPA, LLC, Joe has provided audit, accounting, tax and consulting services to both nonprofit organizations and for-profit businesses. Joe is a licensed Certified Public Accountant in the State of Maryland and is a member in good standing with the American Institute of Certified Public Accountants and the Maryland Association of Certified Public Accountants. Christa joined Askey, Askey & Associates CPA, LLC as an audit supervisor in May 2008. After receiving her MBA from Indiana University of Pennsylvania, Christa worked for 4 years at Murray, Jonson, White & Associates, Ltd., P.C. in Northern Virginia. While at the firm, Christa attained the position of audit supervisor and received her Certified Public Accounting license from the Commonwealth of Virginia. She has performed and supervised nonprofit, commercial and employee benefit plan audits, as well as other attestation engagements. She works diligently with clients holding controllership positions on-site. In addition to these engagements, Christa provides QuickBooks consulting, tax preparation services and public speaking engagements for our clients. Christa is a member in good standing with the American Institute of Certified Public Accountants and the Maryland Association of Certified Public Accountants. "We are extremely delighted that Joe and Christa have agreed to join Askey, Askey & Associates, CPA, LLC as Audit Managers," said Robert W. Askey, CPA, CFE, CFFA, Managing Partner of Askey, Askey & Associates, CPA, LLC. "They bring a wealth of current technical accounting and audit knowledge to the firm, as well as significant finance and tax service experience."

**John B. Norris, III Joins Calvert County Government as County Attorney . . .** The Calvert County Board of County Commissioners (BOCC) is pleased to announce the addition of John B. Norris, III as county attorney, effective August 15, 2011. Norris, a resident of Leonardtown, has a Bachelor of Science in Civil Engineering and Technology from Old Dominion University and a Juris Doctor from Ohio Northern University. He has been in private practice in St. Mary's County since 2006. He was previously employed as county attorney in St. Mary's County from 2001 to 2006 and held the positions of assistant county attorney and deputy county attorney in St. Mary's County prior to that. He is a member of the Maryland State Bar Association and the St. Mary's County Bar Association. "It's a pleasure to be able to serve the citizens of the Calvert County through their elected officials and I look forward to making a positive contribution to the community," said Norris. The Calvert County Attorney's Office provides legal services to the BOCC and all departments of county government. Norris and his staff are responsible for giving legal advice to the county commissioners and county employees; reviewing all legal documents for legal sufficiency; rendering legal opinions; prosecuting violations of county ordinances in court; representing the county in lawsuits brought against and on behalf of the county; and updating the County Code. In addition, the county attorney attends all county commissioners meetings to give legal advice as the need arises.

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.

## More Press Releases

**Medart Gallery Displays the Works of "Artists Making Their Mark"** . . . . . Medart Gallery is pleased to display florals and landscapes by artist Beth Conte and equines by artist Dena Ragan until September 30th. Medart Gallery is located at 10366 Southern Maryland Boulevard in the Dunkirk Market Place.

**Calvert Library's Cinema Café Presents Crash, the 2006 Academy Award Best Motion Picture Winner** . . . . . On Wednesday, September 7, 2011, join Calvert Library Prince Frederick as we present the film Crash, winner of the 2006 Academy Award for best motion picture. It won a couple other Oscars as well as dozens of other awards. Covering thirty-six hours in Los Angeles, this challenging and thought-provoking film takes an intimate look at race relations in today's melting pot. More than that, it is a candid film about how we speed throughout lives without always considering the connections and consequences of our actions. Lights go down at 6:00 p.m. And the film, presented in Blu-Ray format, will be followed by a discussion ending by 8:30 p.m. that might cover ethical decisions, race relations, pride tolerance, success and more. This movie is rated R. All films at the Calvert library are free and open to the public. No tickets are required. Light refreshments and coffee will be served. For more information call Robyn Truslow at (410) 535-0291 or (301) 855-1862.



The owners and staff of Dickinson Jewelers celebrated the grand opening of their Pandora Shop in their existing location in Dunkirk with a Ribbon Cutting Ceremony.

### 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

### 2011 Calvert County Fair Dates

September 28th through October 2nd

Admission \$5.00 12 and Up  
 11 and under Free

### September Event Reminder

- Tuesday, September 6- Leadshare 8:30 a.m. Chesapeake Church
- Thursday, September 8- BAH 5:30 p.m. Calvert County Dept. of Social Services
- Friday, September 9 - Executive Board Mtg. 4:30 p.m. Chamber
- Tuesday, September 13 - Government Affairs Mtg. 4:00 p.m. Davis, Upton, & Palumbo, LLC
- Tuesday, September 13 - Chocolorers Mtg. 8:30 a.m. Chamber
- Wednesday, September 14 - Women to Women noon Dream Weaver Café
- Monday, September 19 - Commissioners Breakfast 8:30 a.m. Rod 'N' Reel
- Wednesday, September 21 - Board Mtg. 4:30 p.m. Chamber
- Tuesday, September 27 - Leadshare 8:30 a.m. Chesapeake Church

**Neighborhood Dental** *A simple, local dental program*



info@ndplan.com  
 www.ndplan.com  
 877-371-9900

An employer sponsored discount program

Annual Cost:  
 \$24 per employee (includes Family)  
*This is not dental insurance*

## CHAMBER COMMITTEE INFO

### **AMBASSADORS**

Considered the goodwill arm of the Chamber, Ambassadors serve as the Chamber's primary liaison to new members and play an essential role in member recruitment, communication and retention. They represent the Chamber at a variety of functions, including ribbon cuttings Business After Hours events and new member orientations. In return, Chamber Ambassadors experience above average networking opportunities and maximize their business and social potential. The committee is co-chaired by Darren Rickwood and Brian Compton and they meet **quarterly on the 1st Thursday of the month.** 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, October 6th** at 9:00 a.m. at the Chamber. There is no cost to attend but reservations are required. Please call 410-535-2577.

### **LEADSHARE**

On June 7th, Leadshare bid adieu to Sheree Walsh, who had helped found and facilitate the networking group over two years earlier. Dave Benson, of Maryland Country Caterers hosted the special dinner at his Dunkirk home. The new facilitator of Leadshare is Raleigh Weckbaugh, a manager with SendOutCards. There are currently 16 non-competing members in Leadshare, which is open to Chamber members free of charge. They are currently looking for new participants in the areas of real estate, retail, interior design, medical and dental practices, just to name a few. Meetings involve the sharing of referrals, networking events, "best practice ideas for improving one's company.", developing a larger base of "raving fans", and expanding revenue. The Leadshare Group meets the **1st and 3rd Tuesday** of each month at 8:30 a.m. at the Chesapeake Church in Huntingtown. Please contact Raleigh Weckbaugh at (410)-610-2953 or simplysecards@yahoo.com with any questions you might have.

## **GOVERNMENT AFFAIRS**

Chaired by Mark Davis, the Government Affairs Committee meets on the **2nd Tuesday of each month** at 4:00 p.m. at Davis Upton, & Palumbo, LLC in Prince Frederick. Their main focus is identifying important public issues at the local, state and federal levels of government and working to influence positive outcome. Their efforts include building relationships with legislative leaders and helping Chamber members to understand policies that can impact how business is done in Calvert County.

### **WOMEN to WOMEN**

Women to Women lunch meetings are always held on the **2nd Wednesday** of each month at 12 noon at Dream Weaver Café in Prince Frederick. Please make your reservation and lunch choice by calling the Chamber at 410-535-2577. Chamber members may attend for free and may purchase a lunch for \$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 and 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 a crush at the registration table.

### **CHOCOLOVERS**

The Choccolovers Committee, chaired by Carrie Polk and co-chaired by Darren Rickwood and Vicky Karol is now planning the 2012 event to be held on February 4th. Their next meeting will be held on **Tuesday, September 13th** at 8:30 a.m. at the Chamber office.

**Each year new Board members are elected by the general membership at the Chamber's Annual Membership Meeting. This year the Nominating Committee recommends for approval by the membership the following slate of candidates.**

### Member

**Andrew Applegate, Asbury – Solomons Island**

**Brian Compton, PNC Bank**

**Brooks Grady, Fantasy World**

**Vicky Karol, Calvert County Public Schools**

### Term Expires

**December 31, 2014**

**December 31, 2014**

**December 31, 2014**

**December 31, 2014**

**WELCOME  
NEW  
MEMBERS**



**Beautiful Kitchens**

Karen Taylor  
2015 Chaneyville Road  
Owings, MD 20736 (Physical Address)  
23725 Three Notch Road  
Hollywood, MD 20636 (Mailing Address)  
(410) 286-7340 (Phone)  
(301) 373-4882 (Fax)  
www.beautifulkitchensinc.com  
karen@beautifulkitchensinc.com

Kitchen and bath remodeler.

**Department of Labor, Licensing and Regulation-  
Prince Frederick One Stop Career Center**

Gayle Fenn  
200 Duke Street  
Prince Frederick, MD 20678  
1-(443)-550-6750 (Phone)  
(301) 855-1961 (Fax)  
www.mwejobs.org  
gfenn@dLLR.state.md.us

Maryland One Stop Career Center matching job seekers and businesses with jobs and people with job.

**EP Explosive Performance dba/ Wilson Ennis Clubhouse**

Michael Logan  
3150 Solomons Island Road  
Huntingtown, MD 20639  
(410) 414-8048 (Phone)  
www.wilsonennisclubhouse.com  
weclubhouse@gmail.com

The Wilson Ennis Clubhouse is a state of the art, family orientated sports training and recreational facility providing an opportunity for children and teenagers to grow and learn as responsible and dedicated athletes, while also providing fun and healthy activities for the Southern Maryland community as a whole. Our "clubhouse" environment caters to team development and enhances the athletic "experience". We will provide the best programs, staff, equipment and environment to fully meet the various sports, fitness, and recreational needs of the community. The clubhouse can accommodate indoor soccer, lacrosse, volleyball, baseball, basketball, multi-sports camps, and a variety of educational, recreational and sporting activities.

**Etrepid, Inc.**

Tom Blandford  
7672 Leonardtown Road  
Waldorf, MD 20601 (Physical Address)  
P.O. Box 69  
Hughesville, MD 20637 (Mailing Address)  
(240) 455-0131 (Phone)  
(240) 770-2379 (Fax)  
www.etrepid.com  
tblandford@etrepid.com

Information technology service provider

**Signature Management Group, Inc.**

Kimberly Logan  
40 Greenhouse Place  
Huntingtown, MD 20639  
(202) 683-2008 (Phone)  
(866) 367-3941 (Fax)  
www.signaturemanagementinc.com  
kim@signaturemanagement1.com

Minority, women-owned small business (Certified MD MBE/DBE MDOT) providing general and administrative management, human capital and training consulting, staffing and support services.

**The Cottages of Governors Run**

Sue Kullen  
2847 Governors Run Road  
Port Republic, MD 20676  
(410) 586-9575 (Phone)  
(410) 586-9576 (Fax)  
www.BayCottages.com  
psue@baycottages.com

Year round, short- term family cottage rental business on the Chesapeake Bay

**Tice Electric, LLC**

Dennis Tice  
662 Running Fox Road  
Lusby, MD 20657  
(410) 394-1855 (Phone)  
(443)404-5290 (Fax)  
www.ticeelectricllc.com  
ticeelectric@yahoo.com

Full service electric contractor

***Please join us in welcoming our newest Chamber members by patronizing their businesses. Chamber members enhance our community by building business success!***

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

**Two Calvert Chamber Members Come Out on Top at the Southern MD This Is Living Magazine's First Annual Southern Maryland's Best Crab Cake Competition**

Southern Maryland This is Living Magazine recently hosted their first annual Southern Maryland's Best Crab Cake Competition.

After inviting all locally owned restaurants that serve crab cakes in Calvert, Charles, and St. Mary's counties to participate in the competition, 22 restaurants were willing to put their crab cakes to the test. The judges were not aware of which crab cake came from which restaurant.

Congratulations to the Ruddy Duck Brewery & Grill in Solomons for being proclaimed the Grand Champion and also to Jerry's Place in Prince Frederick for being chosen First Runner-Up. The next time you're in the mood for a crab cake be sure to visit one of these restaurants.

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

Arbonne International-Victoria Ronan  
B & L Biz, Lynda Adams  
Dunkirk Chiropractic & Wellness Center  
Infinite Errands  
Interlude, The Pet Resort & Spa  
My Phone Man  
Raleigh Weckbaugh, SendOut Cards  
Smoothie King  
Your Silver Lining, Barbara Huber

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.

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** - Debbie Dennis - 410-535-2265

**Community  
Bank**  
OF TRI-COUNTY  
*Exceeding Expectations*



1-888-745-BANK • [www.cbtc.com](http://www.cbtc.com)

## “The Traveling Apprentice” Works for The Center for Life Enrichment

If there is one mantra, one call to action, one cause célèbre that speaks to the save-the-planet movement of this era it can be succinctly stated in two little words: ‘Going Green’. And- as I learned in my Traveling Apprentice assignment to Vintage Values Thrift Shop in Prince Frederick - if there’s a single action one can take to diminish waste in the land fill, it’s to recycle, and the epitome of recycling lies in donating serviceable, unwanted items to a thrift shop. (And get a tax break for doing so!)

Vintage Values Thrift Shop is operated by the Center for Life Enrichment, a non-profit organization that provides services to individuals with disabilities in Calvert, St. Mary’s and Charles Counties. It’s managed like a retail store and it provides a means to teach clients vocational skills in retail sales such as stocking, pricing and more. Stock for the store comes from donations, which is priced and sold. Proceeds provide programs and support services to help CLE clients increase their vocational and personal potential.

Just like any retail store, Vintage Values rotates stock to make room for other items by pulling unsold inventory from the floor. My assignment: Pull unsold clothing apparel and take it to the back where another charitable organization would collect it for their use.

I worked my way through children’s, women’s and men’s clothing racks, pulling nearly 500 pieces of apparel from the sales floor. I observed customers as I worked and before the day was finished I’d type-cast shoppers and donors and their modus operandi into the following categories:

### Shoppers:

Considerate, Honest Shopper- chooses an item and pays for it without incident.

Cheating Customer - tears off tags, tries to rub prices off items that are already priced ridiculously low.  
Haggler- dickers about prices, squabbles about returns when store signs clearly state, “No Returns”.

Disrespectful Shopper – looks at numerous garments, tosses unwanted items on the floor, over racks, or in the kitchen appliances section.

Slob–leaves clothes and hangers in jumbled heaps on the dressing room floor.

Lazy Parents –ignores their parenting responsibilities and turns their shrieking, screaming hordes loose in the store to crawl under clothes racks, jump off furniture, and climb on shelves.

### Donors:

Respectful Donor-checks with desk to determine what items are being accepted, donates clean, serviceable items.

Disrespectful Donor-dumps trash and speeds away, leaving items that can’t be sold and must be deposited at the land fill for a dumping fee, a fee which takes away from the charity’s proceeds.

Here are some commonsense examples of items Vintage Values can’t use: A broken baking dish so crusted with old food it warrants carbon-dating to determine if it’s an archeological find. A 72” high-definition television with a bullet hole in the center of the screen. A Vera Wang wedding dress splattered with bile green neon paint.

My recommendations for anyone who wishes to help Vintage Values: Go Green. Recycle. And don’t ever get your portrait plastered on a Most UNwanted Donors and Shoppers poster.



*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

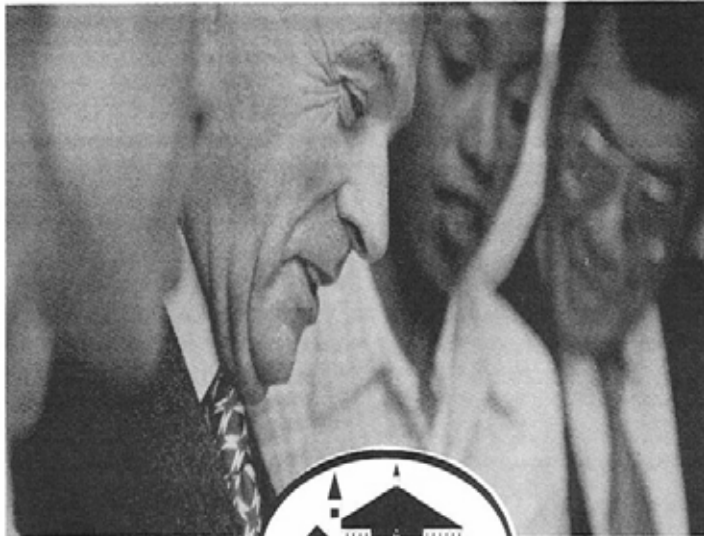
.....  
**Our commitment remains stronger than ever to help everyone in our community achieve more than ever.**

**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 Upper/Marlboro Maryland 20772  
[www.showplacearena.com](http://www.showplacearena.com)



“St. Mary’s Hospital Annex”  
connected to  
St. Mary’s Hospital  
**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](http://WWW.FWWORLD.COM) | 800.757.6332



# 231 Self Storage & Armory Road Self Storage

Free Upgrade  
for 3 months!\*

10% Member to  
Member Discount

Must present coupon to receive  
upgrade.\*



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

## *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 and reclaim your closets
- An alternative to expensive warehouse space.

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

**231 Self Storage**  
5270 Cutter Court,  
Prince Frederick, MD 20678  
**410-535-7565**

**Armory Rd Self Storage**  
191 Armory Road  
Prince Frederick, MD 20678  
**410-535-1799**



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

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

*Presort STD  
U.S. POSTAGE  
PAID Permit No. 336  
Prince Frederick, MD  
20678*

**Address Service Requested**