



**GREATER BOWIE  
CHAMBER OF COMMERCE**

1525 Pointer Ridge Place, Suite 302  
Bowie, MD 20716  
301.262.0920  
301.262.0921 Fax

info@bowiechamber.org  
www.bowiechamber.org

**Officers 2009-2010**

**President**

Brian Shallcross  
Bowie Baysox Baseball Club

**President Elect**

Mark Melvin  
Melvin Motors, Inc.

**Vice President**

Leonard Lucchi, Esq.  
O'Malley, Miles, Nylen & Gilmore, P.A.

**Treasurer**

Jeffrey Franklin  
Old Line Bank

**Secretary**

Perry Price  
Photography By Perry

**Immediate Past President**

Catherine Woods  
Old Line Bank

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Bowie State University  
Laurie Dollard  
Mary Kay  
Michael Fowler  
Constellation Energy  
Ed Haraway  
EXIT First Realty  
Vania McNeary-Edwards  
Washington Savings Bank  
Diane Morris  
NASA FCU  
Don Risher  
Belair Engineering & Service Co., Inc.  
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Nancy Weiman  
The Show Place Arena  
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**Committee Chairs**

Ambassadors Committee  
Brian Augustine  
Business & Economic  
Development Committee  
Al Baumann  
Education Committee  
Brian Shallcross  
Legislative Committee  
Harmon (Monty) Cooper  
Women in Business Committee  
Laurie Dollard

Kelly L. Pierce  
Executive Director

Christine Whelehan  
Administrative Assistant

Lynn Burns, Editor

# Tradeline News

March, 2010

**A publication for and about the members of the Greater Bowie Chamber of Commerce;  
The organization of choice for business advocacy in the greater Bowie area.**

Hello Fellow Chamber Members,

Spring is coming – trust me. No more snow. The headaches for our organizations have been plentiful, but hopefully in our rear view mirrors. With that said, I would like to hear about your frustrations with regards to snow removal. Please contact me directly with your thoughts about being better prepared moving forward. I plan on collecting the information and coordinating with the appropriate parties to help mitigate future issues.




On a brighter note, the move to our new office is taking place as we speak. Thank you to all the volunteers who facilitated the move. We are very excited about our new office space in the Old Line Bank building. We will be hosting a grand re-opening party soon – stay tuned for details. Our new space will afford us luxuries and resources new to our organization.

We look forward to seeing you at our upcoming events including the “Pregame Tailgate Business Mixer” at The Show Place Arena on March 8<sup>th</sup> and the “Breakfast Business Mixer” at Chick-fil-A Bowie on Ballpark Road on March 10<sup>th</sup>. Just a reminder – spring is coming.

*Brian Shallcross, President*

**THE SHOW PLACE ARENA  
THE ATLANTIC 10 CONFERENCE AND  
THE GREATER BOWIE CHAMBER OF COMMERCE**



Invite you to attend the  
**MULTI-CHAMBER PREGAME BUSINESS TAILGATE PARTY**  
Featuring  
The Atlantic 10 Conference Women's Basketball Championship - Finals  
**\*\* NCAA Division 1 Basketball\*\***  
Food, Fun and Networking with members of the following area chambers -  
Baltimore Washington Corridor Chamber, Maryland Chamber, Southern Anne  
Arundel Chamber, Calvert Chamber, St. Mary's Chamber and the Prince  
George's Conference & Visitor's Bureau.  
**Monday, March 8, 2010**  
**Tailgate from 4 pm-6 pm • Game begins at 5 pm**  
The Show Place Arena - 14900 Pennsylvania Avenue, Upper Marlboro, MD  
**For \$20 per person you can network with tailgate food and beverages,  
and enjoy the game!**

The **Women in Business Committee** is offering a **\$500 scholarship** to working women, who want to secure training and/or education to improve their employment status, advance in their current employment to a different, more financially or personally rewarding position, or to own or manage their own business. The following criteria must be met to qualify as a candidate:

- ❖ Must be employed;
- ❖ Must be at least 18 years old;
- ❖ Have a high school diploma or equivalent;
- ❖ Show a history of achievement (community involvement); and
- ❖ Live in Zip Codes 20715, 20716, 20720, or 20721, or be a GBCC member, or an employee of a GBCC member.

Candidates must complete an application and secure two references.

Deadline: Completed applications, with two letters of reference, must be received in the GBCC office no later than 4:00 p.m. Friday, May 7, 2010.

**Youth Leadership Bowie** accepts applications from students entering their sophomore and junior years in high school for the 2010-2011 school year. Students must reside in Bowie, MD (Zip codes 20715, 20716, 20720, and 20721) or attend Bowie High School. Applicants will demonstrate a record of community activity or show an interest in becoming involved in the Bowie community. Program attendance is mandatory and a \$100 fee is required from all participants. Participants needing financial assistance should contact the GBCC office.

Deadline: Completed Application Must Be Received No later than 4:00 p.m. on Friday, May 7, 2010.

**CONTACT THE CHAMBER FOR INFORMATION AND APPLICATIONS!**  
Applications for these programs may be obtained at the GBCC office  
or on our website – [www.bowiechamber.org](http://www.bowiechamber.org)

## **BOWIEFEST 2010 BUSINESS EXPO - Saturday, June 5, 2010** **11 A.M. to 6 P.M., ALLEN POND PARK & BOWIE ICE ARENA**

Showcase your business to over 10,000 attendees!

Join the Greater Bowie Chamber of Commerce at the most popular marketing event in the Greater Bowie Area! Reach potential customers from Bowie, Crofton, Annapolis, Laurel, and beyond! Registration forms are now available on the website ([www.bowiechamber.org](http://www.bowiechamber.org)) or by contacting the Chamber office – call 301/262-0920 or email [info@bowiechamber.org](mailto:info@bowiechamber.org)

***WE'VE MOVED!*** The Greater Bowie Chamber of Commerce is now located at  
**1525 Pointer Ridge Place, Suite 302, Bowie, MD 20716.**  
Our phone, fax and email address remain the same.  
Please join us for an Open House on Wednesday, March 31 from 5 - 7 p.m.  
Raffles, door prizes, refreshments & 50/50 drawing!

### **Nominations are being accepted for the 2010-2011 GBCC Board of Directors**

The Annual Meeting and Election of Officers and Directors of the Greater Bowie Chamber of Commerce will take place during the Annual Dinner on **Wednesday, June 9, 2010 at 5:30 p.m.**

*Article III, Section 3 of the GBCC By-laws states: "NOMINATION AND ELECTION OF DIRECTORS. At least ninety (90) days prior to the Annual Meeting of the Members of the Corporation, the Nominating Committee shall decide upon a slate of Directors, utilizing its best efforts in selecting nominees who are representatives from all occupational sectors, and shall present such slate to the Board of Directors of the Corporation not less than sixty (60) days prior to said Annual Meeting; when presented to the Board, a vote on the slate shall occur and shall be by confidential written ballot if one Member of the Board so states. Upon written request of at least five of the Members of the Corporation, made to a Member of the Nominating Committee not less than thirty (30) days prior to said Annual Meeting, designating an additional slate or slates.*

## **MEMBERS IN THE NEWS . . .**

**The Comfort Inn & Conference Center in Bowie** recently received a 2010 Gold Hospitality Award from global lodging leader Choice Hotels International, franchisor of the Comfort brand. As a top performing property among the companies 4,800 U.S. franchised hotels, the Bowie Comfort Inn and Conference Center is among the top 10% of properties within the Comfort brand, one of only 2 hotels in the State of Maryland and one of 94 hotels within the 1,997 strong Comfort brand to receive the 'Gold Award' status. The hotel has demonstrated an exceptional focus on guest satisfaction and dedication of providing superior service. *Congratulations!*

### ***State of the City Breakfast – January 26, 2010***



Mayor Rob Robinson addresses Chamber members at a breakfast meeting on January 26<sup>th</sup>

**“Thank You!” to our  
Event Sponsors:**



**Aubrey Walker  
Nationwide Insurance**



- NASA FCU is donating \$100.00 to the American Red Cross for relief efforts in Haiti on behalf of the GBCC.
- All members of the Chamber are eligible to

join NASA FCU as a benefit of being a Chamber member. Contact Diane Morris, Business Development Officer, at 301/249-1800 or [dmorris@nasafcu.com](mailto:dmorris@nasafcu.com) .



Chamber members listen attentively to the Mayor's report on the "State of the City"  
Photos by *Photography By Perry*

### **3<sup>rd</sup> ANNUAL BUSINESS RECOGNITION PROGRAM**

The City of Bowie, in partnership with the Greater Bowie Chamber of Commerce, is sponsoring the 3<sup>rd</sup> Annual Business Recognition program. Nominations are sought in the following categories:

**Small Business of the Year** - This award is for a small business that has demonstrated the qualities that make for a prosperous and growing organization in Bowie. **(2009 Honoree: Curves)**

**Entrepreneur of the Year** – This award is for the Bowie business entrepreneur who has demonstrated outstanding leadership and tenacity in managing all facets of business to include growth in profit and employee numbers coupled with such factors as degree of innovation, development of a creative and ingenious product or service, exceptional selling techniques, and extent of expansion into local markets. **(2009 Honoree: Auto Tech Car Care)**

**Business of the Year** – This award is for a Bowie company that has demonstrated high-level accomplishments that are a benchmark for other businesses that include financial success, visible community involvement, professional employee work environment, and will excel in customer satisfaction, strategic planning, and business development. **(2009 Honoree: Wing Zone)**

**Community Service Award** – This award is for the Bowie or vicinity business that has demonstrated throughout the year a strong record of involvement in the Bowie community. **(2009 Honoree: Target Store – Bowie)**

Members of the community are encouraged to submit the name of a local business, along with a one page narrative describing why the business is being nominated. Nominations may be via a form you can get from one of the contacts listed below, or in a letter, AND must be received no later than Friday, April 2, 2010. Nominations should be sent to City of Bowie, Department of Economic Development, 2614 Kenhill Drive, Bowie, MD 20715.

Inquiries may be directed to the Economic Development Director at [jhking@cityofbowie.org](mailto:jhking@cityofbowie.org) or to the Greater Bowie Chamber of Commerce at [Kelly@bowiechamber.org](mailto:Kelly@bowiechamber.org) . Businesses selected will be honored at a luncheon on Friday, May 14, 2010. Tickets for the event will be available from the Greater Bowie Chamber of Commerce.

## **2010 Legislative Update, February 1, 2010**

Thanks to Senator Peters & Delegates Holmes & Levi for their insight and answers to your questions. We appreciate all our members who attended; our Corporate Sponsor Constellation Energy; and our host for the event – Ms. Cathy Martin & the staff of the Comfort Inn & Conference Center for the delicious breakfast and comfortable setting. And thanks to GBCC Legislative Chair Monty Cooper for emceeding the event.

### **Legislative News**

The 427<sup>th</sup> session of the Maryland General Assembly is well underway and the GBCC's legislative committee has been working to cover those bills and issues that will have the greatest impact on small businesses in the Greater Bowie area and the rest of the state. Among the bills that we're following are the following:

- Maryland-National Capital Park & Planning Commission's (M-NCPPC) Task Force Bill (HB 577-PG/MC 108-10): This bill, which has been endorsed by the GBCC, creates and charges a task force to make recommendations as to any appropriate statutory revisions that should be made to the M-NCPPC. It is currently before the Prince George's House Delegation's BiCounty committee, and there has been a hearing and two work sessions before the committee regarding the bill. A vote is expected on the bill soon (Monday, Feb. 22<sup>nd</sup> at 5pm in Room 218 of the Lowe House Building in Annapolis). If the committee passes the bill, it will be up for a full vote before the Prince George's House Delegation. We will keep you posted.
- Labor and Employment - Unemployment Insurance - Modernization and Tax Relief Act (SB 107/HB 91): The bill would expand unemployment eligibility and benefits requirements so the state can qualify for \$126.8 million in federal-stimulus funds and reduce employers' payments to the Unemployment Insurance (UI) trust fund. The bill would authorize the equivalent of a temporary shift in the tax rate from Table F to Table E to aid employers. In addition, it would reduce the interest rate on late payments made into UI trust fund while also establishing payment plans to allow employers to spread out their payments over a longer time period.

The Maryland Chamber of Commerce opposes the bill, as the Maryland Chamber believes that the bill does not ensure the long-term health of the UI trust fund. The Maryland Chamber, however, does support parts of the bill, including the provision to reduce the interest rate on late payments and payment-plan options.

The bill is currently before the Senate Finance Committee and House Economic Matters Committee, and hearings have already been held before both committees. We will keep you informed as to if there are any changes in the legislation and when it comes to a vote before both committees.

- Job Creation and Recovery Tax Credit Bill (SB 106/HB 92): Under the one-year program, businesses would be eligible for a \$3,000 tax credit for each worker who was either hired from the unemployment rolls or who had exhausted unemployment benefits in the previous year. The bill sets aside \$20 million for the job-creation credit and businesses are limited to \$250,000 in credits. The Maryland Chamber of Commerce supports the bill.

The bill is currently before the Senate Budget and Taxation Committee and House Ways and Means Committee and hearings have been held on the bill in both committees. We will keep you informed as to if there are any changes in the legislation and when it comes to a vote before both committees.

The GBCC legislative committee is also covering legislation regarding stormwater management, shift breaks for employees in the workplace, and Governor Martin O'Malley's Foreclosure Mediation Bill (SB 276/HB 472), which attempts to give Maryland homeowners the right to a foreclosure-mediation process upon filing foreclosure proceedings.

## **2010-2011 ANNUAL BUSINESS DIRECTORY**

**Reserve your ad space now!  
Contact the Chamber for  
more information.**

**301-262-0920**

## Bowie Community Media Corporation (BCMC) - Your Community Television

Bowie has its very own community television station, with an emphasis is on *community*. It is a station that features programs produced by your fellow Bowie residents. While this station has been on the air for a good long while now, we believe it's time to re-introduce it to everyone!

Have you ever wanted to operate a camera for one of the shows - or maybe even produce your own program? You can! It's as easy as calling **301-343-6546** or stopping by the studio at Bowie City Hall to talk with our professional and well-trained staff members who will be happy to show you all that the station has to offer.

Perhaps you are a coach, and you want to host a show about local sports. You may not know that the very popular radio team known as the *Sports Junkies* got their start right here in our studio! Perhaps you or someone you know is a student interested in television production as a career and would benefit from hands-on experience. You can also stop by just to see how programs get produced - from the taping through the process of finalizing a show for airing - it's up to you! We're here and more than willing to welcome new members into our station family.

The station airs on Comcast channel 77 and Verizon channel 11. *The Bowie Blade-News* runs a program schedule each week in the front section of the paper. For more detailed descriptions of our programs, visit our web site at [www.bowie77.org](http://www.bowie77.org) and click on Schedules.

Utilizing your community cable station could be a perfect advertising medium to showcase your business and its services. What could be better than a new opportunity to reach your local customers at a more-than-reasonable cost! Call us - we'll tell you how to get started!

Each spring, the station holds its very own award ceremony at the Bowie Center for the Performing Arts. This year for the first time ever, ballots will be sent to Bowie residents who will then have the opportunity to vote for their favorite shows. Plan to join in the fun! It's a great opportunity to meet our on-air personalities and to join your neighbors in being a part of Bowie's television station. Watch for information on this special event.

We look forward to your input and participation - because *community* really is the most important part of community television.

*Submitted by Dave Sacks, Producer  
and Betsy Burian, BCMC Board Member*

***Remember your fellow  
Chamber Members when  
shopping for goods  
and services!***



Comcast ch. 77 TV  
Verizon ch. 11 TV

**Bowie Community  
Media**

<http://www.bowie77.org>

*"Your Channel, Your Voice"  
Contact us to advertise your business  
to Bowie viewers*

**301.343.6546**

**info@bowie77.org**

*Tradeline News* is a publication of the Greater Bowie Chamber of Commerce. To submit news or articles of interest, please submit a copy to the Chamber office by the 10<sup>th</sup> of the month. The Chamber reserves the right to edit copy in Chamber publications.

1525 Pointer Ridge Place, Suite 302, Bowie, MD 20716  
Phone: 301-262-0920 • Fax: 301-262-0921 • E-mail: [info@bowiechamber.org](mailto:info@bowiechamber.org)  
Visit us at [www.bowiechamber.org](http://www.bowiechamber.org)

Greater Bowie Chamber of Commerce  
 69 1 Laurel Bowie Road, Suite 302  
 Bowie, MD 20715

**THE GREATER BOWIE CHAMBER  
 OF COMMERCE THANKS OUR  
 CORPORATE SPONSORS**

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**Gold Sponsor**



**Bronze Sponsors**

Melvin Motors  
 PNC Bank  
 The Show Place Arena  
 Widmann Financial Services

**GREATER BOWIE CHAMBER OF COMMERCE**

**MARCH 2010**

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>Save the Date!</b>		2	3	4	5	6
April 14 – After Hours Business Mixer, Bowie Florist, 5:30 p.m. May 14 – 3 <sup>rd</sup> Annual Business Recognition Event, 11:30 a.m. June 5 – Bowiefest Business Expo, Ice Arena & Allen Pond						
7	8 4:00 p.m. MultiChamber Tailgate Mixer, The Show Place	9	10 7:30 a.m. Early Bird Mixer, Chick-fil-A	11	12	13
14	15	16	17	18 8:30 a.m. Board Meeting	19	20
21	22	23	24	25	26	27
28	29	30	31 5:00 p.m. Open House, New GBCC Office	For more information on these and other events, visit the GBCC website at <a href="http://www.bowiechamber.org">www.bowiechamber.org</a>		

**B.I.R.C. BOWLING FUNDRAISER**

**SUNDAY, March 21, 2010 1:15 P.M.**

**Objective: To raise money for the Bowie Food Pantry**

**Location: Crofton Bowling Centre**

**Cost: \$20.00 per bowler (3 games)**

**Food will be provided for at the Bowling Centre.**

**(Drinks not included)**

**Door prizes will be awarded randomly to participants.**

**Please complete the form below and give completed form to your B.I.R.C. representative or send to James Lamrouex (address below) to reserve your spot. Late entries may bring form to Crofton**

**Bowling Centre on Sunday March 21st at 1:00 p.m.**

**(Lanes will be assigned 1<sup>st</sup> come basis, maximum of 5 bowlers per lane.)**

**Congregation (if applicable): \_\_\_\_\_.**

**Bowler 1: \_\_\_\_\_.**

**Bowler 2: \_\_\_\_\_.**

**Bowler 3: \_\_\_\_\_.**

**Bowler 4: \_\_\_\_\_.**

**Bowler 5: \_\_\_\_\_.**

**Note: If you do not have a team of 5 bowlers, we will make every effort to combine bowlers.**

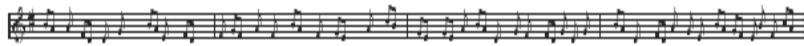
**Also, shoe rental will be provided free of charge to those needing bowling shoes. Bowling shoes must be worn on the bowling lanes, no exceptions.**

***Canned foods, dry goods, and free will donations to the food pantry will be collected at the Bowling fundraiser.***

**Thank You in advance for your support and participation in this event. 100% of the proceeds will go to the Bowie Food Pantry.**

**For information or to reserve your lane, please call James Lamrouex at 240-417-7422 or email [doublesjim2003@yahoo.com](mailto:doublesjim2003@yahoo.com)**

**2804 Federal Lane  
Bowie, MD 20715**



Ms. Kelly Pierce, Executive Director  
Greater Bowie Chamber of Commerce  
6911 Laurel Bowie RD, Suite 302  
Bowie, MD 20715

15 February 2010

Dear Ms. Pierce,

Please help us publicize our silent auction! The Chesapeake Chorale is holding a silent auction fundraiser, **Treasures of the Chesapeake**, on 21 March at St. Matthews' United Methodist Church. We earnestly request support from local businesses to contribute their goods or services to this event, and ask the Greater Bowie Chamber of Commerce to help us get the word out.

As a long-time member of the Greater Bowie Chamber of Commerce, the Chesapeake Chorale has been a major cultural asset in our community since 1981. We are a non-profit vocal ensemble serving music lovers, educators, and students in the Baltimore-Washington area. Our mission is to build community fellowship and appreciation for great music through concerts and through student member scholarships. To celebrate our 30<sup>th</sup> anniversary, the Chorale will commission an original work to premiere at our 2011 season gala. The season will also feature a local student composer competition and a concert with full orchestra.

The March 21 Silent Auction will be part of day of great music celebrating our area's cultural and natural treasures. The afternoon's main event will be the Chesapeake Chorale's presentation of "World's Greatest Choruses" featuring the inspiring and thrilling works that have defined choral music for centuries. We anticipate an audience of 200 concert-goers, including invited local civic and arts leaders, to attend the preconcert auction, complete with refreshments and entertainment.

Please help us by circulating the attached donation form through GBCoC channels. (Electronic versions of the form can be found on our website: [chesapeakechorale.org](http://chesapeakechorale.org)) We would appreciate it if donation forms could be completed by March 1st and returned to Chesapeake Chorale, c/o Joanna Shane, 12504 Kilbourne Lane, Bowie MD 20715. Should the donor need us to pick up the gift they may call (301) 464-8648. In appreciation for their tax-deductible gift, donors will receive two tickets to the concert, acknowledgment in our program, and on-site recognition during the auction.

Studies have shown that supporting local arts is good business. Thank you in advance for your support.

Sincerely,

Mark Weadon  
President  
Chesapeake Chorale Board of Directors



## Donation Request Form

\_\_\_\_\_ Yes count me in! I would like to help The Chesapeake Chorale by donating to the Silent Auction.

Item Description:

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Value\$

\_\_\_\_\_ I am unable to donate an item this year but would like to make a financial contribution.  
(Please make checks payable to the Chesapeake Chorale.)

*For our program, it is important that you complete the section below so we can properly acknowledge you or your company.*

Business Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

**Signature:** \_\_\_\_\_

Donors will receive acknowledgment in the program, two tickets to the event, and a tax-exemption receipt for their donation.

Please **return** your form and items **by March 1, 2010**. Thank you!

Chesapeake Chorale  
P.O. Box 1037  
Bowie, MD 20718-1037

For information, contact Joanna Shane  
Phone: 301-464-8648  
Email: [developmentdirector@chesapeakechorale.org](mailto:developmentdirector@chesapeakechorale.org)

*Visit us at [www.ChesapeakeChorale.org](http://www.ChesapeakeChorale.org)  
to view our season calendar, purchase tickets, or make a contribution*