

“A New Outlook for Towson”

**Wednesday, March 11, 2009
Mega Networking Event
Presented by:**

Baltimore County Chamber of Commerce
Greater Catonsville Chamber of Commerce
Essex-Middle River-White Marsh Chamber of Commerce
Liberty Road Business Association
Pikesville Chamber of Commerce
Reisterstown-Owings Mills-Glyndon
Chamber of Commerce
Security Woodlawn Business Association
&
Towson Chamber of Commerce

This event was a tremendous networking success, attended by more than 375!

National Surveyor's Week at the Hampton Mansion; another 350th Baltimore County Anniversary Celebration!



The Towson Chamber - A True Leader in this Community!

Y OF CENTRAL MARYLAND HOSTS FREE FAMILY FUN NIGHTS

Family time has never been so much fun!

(Baltimore, MD)— Families throughout Maryland are invited to the **Towson Family Center Y** for a free night of fun and entertainment! At the Family Fun Nights, guests can enjoy a fitness class, the gym or pool, and a variety of games. Additionally, healthy snacks and giveaways will be provided. The free family nights are one of the many ways the Y of Central Maryland is keeping its promise to help families and individuals stay healthy and connected to community. The Y invites everyone in Maryland to take advantage of this free fun evening geared toward the promotion of quality family time.

What: Family Fun Night

When: Friday, March 27, 2009
6:00 PM- 9:00 PM

Where: Towson Family Center Y
600 W. Chesapeake Ave.
Towson, MD 21204

Cost: Free!

INFORMATION: For additional information please call
(410)-823-8870.

Our Mission:

The Y of Central Maryland is a charitable organization dedicated to developing the full potential of every individual through programs that build healthy spirit, mind and body for all.

Our Commitment:

At the Y, we are committed to providing family-oriented, affordable, high quality programs that lead to:

- Every child and youth deepening positive values, their commitment to service and their motivation to learn
- Every family building stronger bonds, achieving greater work/life balance and becoming more engaged with their communities
 - An enhanced quality of life in the communities in which we operate

The Y is a place for everyone. People of all races, ages, faiths, gender, abilities, backgrounds and incomes are welcome and financial assistance on a sliding scale is available to those who would otherwise be unable to participate.

Our Values:

Caring, Honesty, Respect and Responsibility

More information can be found at www.ymaryland.org.

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Upcoming Special Topic SBDC Central Region Workshops

Jumpstart Your Business with Improved Home Budgeting

Find out how to build and access home-made capital to jump-start or expand your business in an informative 90-minute workshop conducted by personal financial educator, motivational speaker and counselor Vernon Williams.

Discover practical ways to free up money and learn tried and true techniques to more efficiently manage your home budget and take advantage of money-saving opportunities. All workshop attendees will receive two publications- a book and workbook- to assist with building and implementing a successful home budget optimization plan

Leveraging Your 8(a) Certification

Want to know how to leverage your 8(a) certification to win subcontracting opportunities with prime contractors? Attend this SBDC training session and find out how to prime your company for federal contracting opportunities

Discover products and services government agencies need and tailor your company's capabilities to meet the demand

Learn how to market your company's a key strengths and make them visible

Leverage your 8(a) certification to effectively compete for subcontracts with major corporations and you'll be positioned for business success.

Opening/Maintaining a Retail/Restaurant Business in a Changing Marketplace

The consumer whose spending has powered 72% of the nation's economy, has changed habits. What are the opportunities in this new marketplace to attain retail or restaurant sales through clicks and bricks? Once a new business opportunity is identified, how does an entrepreneur create a successful business enterprise?

Learn the key issues to starting and managing your own retail or restaurant operation: Topics include: vendor selection, inventory management, product placement, promotion, keys to profitability, cash flow, increasing sales, customer satisfaction, point-of-sale systems, payroll, loss prevention and more. You'll receive expert instruction and a workbook with valuable resources.

Federal Government Contracting 101

This half-day class provides prospective contractors and offerors with a fundamental understanding of the federal procurement process. The focus is to eliminate the mystery of a federal procurement and to serve as the basis of an advanced procurement class. This four-hour training session will teach you the steps in the federal procurement process, and how to submit bids or proposals in response to federal solicitations.

Minority and Disadvantaged Business Enterprise Certification/MDOT

Come and learn about the State's Minority Business Enterprise program and process to be certified from an MDOT specialist. Attendees will be introduced to the application process and obtain answers to questions about how to navigate through the certification process. Program requirements and qualification criteria will be explained.

The certification process ensures that only bona fide firms receive the Minority Business Enterprise (MBE) and/or Disadvantaged Business Enterprise (DBE) designation. These firms have the ability to participate in contracting opportunities through State, federal and local governments. Attend this workshop and learn more details!

Federal Government 8(a) Certification

Designed for small businesses seeking an 8(a) certification, this workshop explains 8(a) requirements and how to prepare an 8(a) application, while also reviewing the opportunities and limitations of these certifications.

With guidance from a veteran Small Business Administration (SBA) expert, attendees will take away valuable tips on how to submit a well-structured application compliant with the SBA rules and regulations.

SBDC Business Building Workshops

Register online @ www.centralmdsbdc.org/trainings

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The Central Region of the MD Small Business Development Center
at Towson University presents:

Opening and Maintaining a Retail/ Restaurant Business in a Changing Marketplace

April 15th, 2009 9:30 a.m. – 12:30 p.m. Fee: \$45
Central Region SBDC Headquarters- 7400 York Road-Towson, MD

The consumer whose spending has powered 72% of the nation's economy, has changed habits. What are the opportunities in this new marketplace to attain retail or restaurant sales through clicks and bricks? Once a new business opportunity is identified, how does an entrepreneur create a successful business enterprise?

If you are a business owner looking for creative ways to overcome the challenges in today's volatile marketplace, join your professional peers and learn how to:

- Recapture market share by adapting to changing customer behavior and buying patterns when discretionary income is dwindling
- Re-examine business priorities and best practices relative to changing consumption patterns
- Reassess opportunities with a focus on financial and operational issues

Revitalize sales and service techniques to keep business viable.

Learn the key issues of starting, managing and/or maintaining your own retail or restaurant operation: You'll receive expert instruction and a workbook with valuable resources.

Speaker Profile-

Casey Willson is a 35-year veteran of the retail, restaurant and tourism industry. Prior to joining the MD SBDC, Willson served as founder and president of the Willson Company, a consulting firm that won several MAXI Awards from the International Council of Shopping Centers for its innovative training and customer service programs. Willson develops course content based on changing trends and Federal/State economic indicators.

Register now for this value-driven workshop. For online registration, go to www.centralmdsbdd.org/trainings, then **click on April 15th** and follow the prompts. For additional information or to register at the Towson office, call 410-296-5611. Fee: \$45

The Maryland SBDC is supported by the Maryland Department of Business and Economic Development and funded, in part, through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made at events and training sessions if requested at least two weeks in advance.

Marcia Bennett

Marketing and Training Director
Small Business Development Center, Central Region
7400 York Road (physical location)
8000 York Road (mailing address)
Towson, MD 21252
Phone: 410-296-5611 Fax: 410-296-6142
E-mail: mnbennett@towson.edu



The Towson Chamber - A True Leader in this Community!

Towson Chamber of Commerce, Inc.

2009 Membership Application

Business Name: _____

Address: _____

Phone: _____

Fax: _____

E-mail: _____

Website: _____

Number of Employees: _____

Type of Business as listed in the Yellow Pages:

Contact Person: (Ms. or Mr.) _____

Why are you joining the Towson Chamber?

Return this application with your dues investment made payable to:

Towson Chamber of Commerce, Inc.
 23 West Chesapeake Avenue
 Towson, MD 21204

Membership Investment Calculator:*

1 - 5 employees	\$200
6 - 20 employees	\$225
21 - 30 employees	\$300
31 - 45 employees	\$375
46 - 75 employees	\$400
76 - 100 employees	\$500
more than 100 employees	\$750

Please add one time application fee: + \$ 30

Total Dues Investment plus Application Fee \$ _____

Please Be Advised!!!!

*Internal Revenue Bureau Cumulative Bulletin No 2, page 105 reads: Membership fees or dues by individuals & corporation to a Chamber of Commerce are deductible from gross income as a business expense provided the memberships is employed as a means of advancing the business interests of the individual corporation."



"Individually Distinctive, Collectively Strong!"

1964 ~ 2009

Over 44 Years of Serving the Towson Business Community

2009
Membership Application
 &
General Information

Towson Chamber of Commerce, Inc.

23 West Chesapeake Avenue

Towson, Maryland 21204

Phone: 410 - 825 - 1144

Fax: 410 - 832 - 5863

Email: info@towsonchambr.com

Visit us on the web!

www.towsonchamber.com

And for festival information at
www.towsontownspringfestival.com

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Towson University Events



Bring your family, friends and co-workers to a great night of College Lacrosse @ Towson University Wednesday, April 22 @ 7:30 - Towson vs Johns Hopkins

Come watch the Tigers and Blue Jays square off at Johnny Unitas® Stadium.

Special hospitality options

I. Tiger Tent Village package: Tailgate in style in a great location close to the stadium. Package includes 10x10 tent, 20 tickets, four parking passes, and two tables in a preferred location for \$235. Additional tickets can be purchased for the group rate of \$3. For more information call 410-704-4366

II. Pre-game indoor tailgate: Join Tiger alumni and friends for a special indoor reception in the Minnegan Room. Tailgate starts at 6:00 pm and includes tailgate food, cash bar, and game ticket for only \$20, youth 5-12 is \$15 and under 5 is free. For more information call 410-704-3284

Catch a first glimpse of the 2009 Tiger Football Team - Saturday, April 25, 2009

New head Coach Rob Ambrose will conclude the team's spring practice with their annual spring game at Johnny Unitas® Stadium. The game is free of charge and open to the public. For more information go to TowsonTigers.com

Goucher Events

4/2/2009 Helen Thomas Lecture

Political correspondent Helen Thomas will give a lecture on Thursday, April 2.
Copies of her books will be available for sale.

Time: 08:00 PM-10:00 PM

Location: Merrick Lecture Hall

Recurrence: One Time Event

Occurrences: 4/2/2009

4/23/2009 Jessica Anya Blau Reading

Author Jessica Anya Blau will be reading from her book, "Summer of Naked Swim Parties" on Thursday, April 23.
Copies of her book will be available for sale.

Time: 08:00 PM-09:00 PM

Location: Haebler Memorial Chapel

Recurrence: One Time Event

Occurrences: 4/23/2009

The Towson Chamber - A True Leader in this Community!

2009 Towson Chamber Board of Directors

"Your Winning Team of Professionals"

Officers:

President, **Richard Celeste**, Country Club of Maryland
 Vice President, **Michael Pianowski**, Franklin Financial Group
 Secretary, **Samantha Sheridan**, Long & Foster Real Estate
 Treasurer, **Mary Fran Stromyer**, Clifton Gunderson, LLP
 Festival Treasurer, **Steve Cupit**, KAWG&F
 Past President, **John B. Bartkowiak, Jr., Esq.**

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Wendy Belzer Litzke, Goucher College
Martha DeNardi, PNC Bank
Janet Farr, GBMC Foundation
Phil Grillo, Grillo & Company
David Hinshaw, Burkshire Marriott Conference Hotel
Todd Huff, Brooks Huff Tire & Auto Centers
Deb Moriarty, PhD., Towson University
Gary Padussis, United Bank of Switzerland
Cooper Pollard, Pollard's Towing Company
Kaitlin Radebaugh, Radebaugh Florist & Greenhouses
Mort Schuchman, Taubman Properties, LLC
Paul J. Schwab III, Esq., Azrael, Gann & Franz
Mark Shulman, DDS

Towson Chamber Staff:

Nancy Hafford, Executive Director
Pattie McLane, Executive Assistant

Ms. Amy Knodel

Pinkerton Consulting & Investigations
Consulting & Investigations
 11019 McCormick Road, Suite 120
 Hunt Valley, MD 21031
 410-229-5452
 Fax: 410-785-3887
 amy.knodel@ci-pinkerton.com
 www.ci-pinkerton.com

Mr. Michael Cook

Maryland Telephone
Telecommunications
 1014 Cromwell Bridge Road
 Baltimore, MD 21286
 410-832-7200
 Fax: 410-832-2821
 mcook@mdtelephone.com
 www.mdtelephone.com

NEW MEMBERS!

Mr. Frank Winner

Holiday Inn Baltimore-Towson
Hotel
 1100 Cromwell Bridge Road
 Towson, MD 21286
 410-823-4410
 Fax: 410-296-6618
 fwinner@lodgian.com
 www.holiday-inn.com/towsonmd

Mr. James Taavon

Horizon Appraisal Services, LLC
Real Estate Appraisal
 PO Box 941
 Owings Mills, MD 21117
 443-522-9642
 Fax: 866-220-4792
 horizon@horizonappraisalsvcs.com
 www.horizonappraisalsvcs.com

Ms. Lauren Lawder

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 Towson, MD 21204
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 Fax: 410-583-1506
 llawder@beaconfey.com
 www.beaconfey.com

Mr. James Woody

BookHolders, LLC
Bookstore
 425 York Road
 Towson, MD 21204
 410-828-2099
 Fax: 1-866-642-1774
 jwoody@bookholders.com
 www.bookholders.com

Mr. Joe Carolan

Casa Mias
Deli/Catering
 502 Washington Avenue
 Towson, MD 21204
 410-494-9144
 Fax: 410-494-9211
 casamiasbistro@comcast.net

Mr. Thomas Smith

Mutual of Omaha
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 8140 Corporate Drive, Suite 145
 Baltimore, MD 21236
 410-931-4639 X239
 Fax: 410-931-8191
 thomasm.smith@mutualofomaha.com
 www.mutualofomaha.com

Mr. Sean London

EFC Trade, Inc. Medix School Towson
Trade School
 700 York Road
 Towson, MD 21204
 410-337-5155
 Fax: 410-337-5104
 slondon@eduff.com
 www.medixschool.edu

UPCOMING EVENTS:

MARK YOUR CALENDAR

- Wednesday, April 15th - **Board Meeting & Breakfast;**
Burkshire Marriott Hotel (8-9am)
- Tuesday, April 15th - **Festival Committee Meeting;**
Towson Chamber Offices (5:30-7:30)
- Saturday, April 18th - **Towson Clean-up Day**
- Saturday & Sunday, May 2nd & 3rd - **Towsontown Spring Festival**

Towson Chamber Contact Info

Phone: 410-825-1144
Fax: 410-832-5863

E-mail:
info@towsonchamber.com
Website
www.towsonchamber.com

23 West Chesapeake Ave.
Towson, Maryland 21204

**Contact us with any
questions or comments
we love to hear what**


TOWSON
CHAMBER OF COMMERCE
23 W. CHESAPEAKE AVE.
TOWSON, MARYLAND 21204