



Business e-Newsletter

Your local source for business information, news and events

Friday, February 5, 2010

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BUSINESS NEWS & INFORMATION:

Message from the Director – Technology Cul-De-Sac

The 2010 Technology Handbooks for St. Mary's County are now available. A total of 221 technology firms are listed. This represents a net increase of 6 companies, or about 3%, over last year. There are actually more than 20 new firms listed, but the total also includes those that closed, moved, or chose not to be listed. Growth of any amount this past year is good news. In perspective, there were 129 firms listed in 2000. An increase of almost 100 firms in the past decade is very good news. We'll be delivering the new tech books over the coming weeks. Please contact our office or stop by to get a copy.

As any user knows, our Tech Book contains an incredible amount of information about each company and the industry as a whole. It is THE business directory for our technology sector. Additionally, the Tech Book also lists more than 50 support organizations from the chief customer, NAS Patuxent River, to business development resources, to education and training institutions, to professional organizations and associations. Also listed are the 26 wireless internet locations in the County. And for the first time, there are 12 lodging locations listed that offer per diem rates.

One statistic we're very proud of is that 75 technology firms, fully one-third of all listed, are home-grown businesses founded right here in St. Mary's County. This is a very inviting business climate for start-up

firms. The growing presence of local firms helps reinforce the uniqueness of our community and the quality of life we all enjoy.

I had a light-hearted conversation recently about a Technology Corridor sign along a rural stretch of road in Great Mills. It seems a little out of place. Then we thought more about it. I remembered what a start-up business owner suggested as a more accurate description of our county: Technology Cul-De-Sac. We laughed, then realized it wasn't far from the mark. We're not the 270 Corridor. We're St. Mary's, a peninsula, the only county in the state you can't drive through. We are a destination, thus a Technology Destination. Maybe that's a more accurate sign title. A quick look at the map on the inside cover of the Tech Book really shows this.

Whatever label is used, our technology industry is alive, well, growing, and very unique. The cover of the 2010 Technology Handbook blends a printed circuit board into our distinct geography. Thanks to local artist and technology employee Edward Holton, Jr. a graphic artist at ManTech Systems Engineering and Advanced Technology Group, for this clever design. And thanks to all involved in our technology enterprise. We can look forward to the 2020 Tech Book with much hope and promise.

Stay Warm and Dry this Weekend, Bob
Director, Department of Economic & Community Development
Bob.Schaller@stmarysmd.com, 301-475-4200 x1406

Enter Your Company or Executive into TCM's Annual Tech Awards Celebration

Nominate the executives and the companies who are building the tech industry. Nominations are now open for the 2010 TCM Tech Awards Celebration to be held **May 13, 2010** at the Bethesda North Marriott Hotel and Conference Center. This year's theme is inspired by Legos, signifying our connection to each other. No matter the industry, we are all part of one amazing technology community thriving in the Mid-Atlantic region.

In its 22nd year, this signature event is not only Maryland's Best Night of Networking, but also Maryland's largest and most prestigious awards ceremony. TCM recognizes executives, businesses and innovative technologies developed in Maryland and the surrounding regions. The ceremony gives you a vehicle to get your company, executives and products in front of over 900 leaders in the industry, and at no cost to nominate.

Go to our dedicated [TCM Tech Awards](#) site and fill out your nomination on our [secure online nomination form](#). You can also use our downloadable [PDF form](#) and save your information as you go. If you're the best of the best, we encourage you to take a few minutes to easily submit your nomination(s) in one of these five award categories:

- High Tech Firm of the Year
- Government Contracting Firm of the Year
- Emerging Company of the Year
- Executive of the Year
- Biotechnology Firm of the Year

Award winners and finalists will be honored at the event on Thursday, May 13, 2010 at the Bethesda North Marriott Hotel & Conference Center. REMEMBER... the deadline to submit your nomination is COB March 8, 2010. Go to www.tcmtechawards.com/categories.html to learn more about categories, criteria and to enter.

Make sure you are a part of Maryland's Best Night of Networking by registering at https://techcouncilmd.com/events/detail.php?list=Events&laction=detail.php&evt_id=229.

CSM Tri-County Job and Career Fair Employer Registration

Initial employer registration deadline is **Thursday, February 25** for the College of Southern Maryland (CSM) Tri-County Job and Career Fair 10:00 a.m. to 2:00 p.m., **Thursday, April 8**. Employers are invited to participate in recruiting students and community residents for current and future job openings and internships. \$225 for registration received by February 25; \$275 thereafter. Fee includes an 8-foot draped booth, 6-foot draped table, chairs and sign. <http://www.csmd.edu/CareerServices/Employers/fair.html>, 301-934-7533, 301-870-2309, 240-725-5499 or 443-550-6199 ext. 7533, or LisaWa@csmd.edu.

Summer Fine Arts Camp and Space Camp

Students completing grades 4-9 are eligible for Space Camp and grades 4 thru 8 for Fine Arts Camp offered by St. Mary's County Public Schools. Sessions fill up quickly. For more information and an application, go to <http://divisions.smcps.org/dci/gifted-and-talented/summer-activities> or www.smcps.org--Click the Students tab at the top, then Summer Activities link on the right.

Leonardtown First Friday Raffle Postponed Until February 12

The Valentine's Special Raffle, planned for the Leonardtown First Friday event on **February 5** has been postponed until **Friday, February 12** due to the anticipated winter storm. The winner's name will be drawn during an announcement on the Town Square at 7:00 p.m.

Visitors have one additional week to register for the Valentine's Special Prize. Log on to www.leonardtownfirstfridays.com for a list of participating businesses and a description of the prize.

Leonardtown First Fridays feature Historic Leonardtown's art galleries, restaurants, cafes, gift shops, antique shops, bookstores. These local businesses open their doors to showcase local artists and or serve specials. For more information on Historic Leonardtown, log on to www.leonardtown.somd.com

UPCOMING EVENTS:

Small Independent Businesses Invited to Third Roundtable – February 8

If due to inclement weather and the St. Mary's County Public Schools are closed, the roundtable will be canceled and rescheduled.

The St. Mary's County Department of Economic and Community Development (DECD) will hold its Third Small Business Roundtable meeting on **Monday, February 8**, from 8:30 a.m.-10:00 a.m. at Lenny's Restaurant located at 23418 Three Notch Road California, MD (across from Wildewood Shopping Center). Coffee and light refreshments will be served. Featured speakers include Casey Willson, Retail Industry and Sustainability Programs Manager, MD Small Business Development Center on "What Now? Business Decisions for 2010"; Andrea Jolly, Executive Director, Rockville Chamber of Commerce and Kristine Warner of Maier & Warner on "Buy Rockville" program (www.buyrockville.org); and Christine Bergmark, Executive Director, Southern Maryland Agricultural Development Commission on "So. Maryland, So Good" (<http://www.buy-local-challenge.com/>).

Locally owned and/or locally managed independent small businesses are encouraged to attend. For additional information, contact Hans Welch, Manager, Business Development, DECD, at 301-475-4200 x1407 or email hans.welch@stmarysmd.com.

"Savor St. Mary's" Introductory Meeting – February 8

"Savor St. Mary's" is an initiative bringing together locally-owned restaurants, caterers, food service providers, wineries and growers to create special menus prepared with ingredients fresh from area farms, waterways and vineyards. The kickoff meeting will be on **Monday, February 8**, from 7:00 p.m.-9:00 p.m. at Lenny's restaurant in California, MD, www.lennys.net.

Occurring twice annually, "Savor St. Mary's" will feature a seasonal line-up of items locally grown and produced as presented through the creative interpretation of area restaurants. Kicking off this summer: **July 25-August 8, 2010**, "Savor St. Mary's" will highlight fresh seasonal produce. The 2011 event will be February 15-28 and will have an emphasis on local seafood and wine.

A collaboration between locally-owned restaurants, St Mary's County Tourism and Economic Development, Southern Maryland Agricultural Development Commission (SMADC) as well as locally-owned small businesses and community-minded individuals, "Savor St. Mary's" was conceived to offer support to local agriculture, promote the area's independent small businesses, and give back to the community.

A portion of the proceeds resulting from "Savor St. Mary's" will be donated to the two local kitchens; "St. Mary's Caring" in Lexington Park, MD and the "Loaves and Fishes" ministry at St. Paul's United Methodist Church in Leonardtown, MD, which provide food to the community's hungry and homeless.

This is the first gathering of possible participants and is intended to be a planning session as well as to

encourage partnerships between area restaurants and growers who are now preparing for summer demand. There is NO FEE for attending and all are welcome.

Restaurants wishing to become a participant in "Savor St. Mary's" must be able to meet the following eligibility requirements:

- Participants must include at least one menu item featuring locally-grown produce as a main ingredient during the "Savor St. Mary's" dates which will then continue to be offered on the menu throughout the season.
- Illustrate a commitment to utilize local suppliers whenever possible throughout the year.
- Have a Chef or Owner willing to serve as a "face" of the promotion and help encourage participation.

For information on how to participate in "Savor St. Mary's" contact Rebecca Deprey, Tourism Coordinator, St. Mary's County DECD, 301-475-4200 x 1404 or Rebecca.Deprey@stmarysmd.com.

Ribbon Cutting: Quest Diagnostics – February 12

Friday, February 12, Noon at Quest Diagnostics. Location: The Professional building on Miss Bessie Drive, Leonardtown, Third Floor. Join the St. Mary's County Chamber of Commerce as it welcomes Quest Diagnostics to Leonardtown.

Leonardtown Business Association Announces Monthly Meeting – February 12

All Leonardtown Businesses are invited to attend the next Leonardtown Business Association meeting, **Friday, February 12** at 8:30 a.m. The meeting will be held at 22835 Washington St., in the historic blue church next to the Phil Dorsey Building and across from St. Aloysius Church.

The Leonardtown Business Association holds monthly meetings the second Wednesday of each month at 8:30a.m. For more information, and to join the LBA, please visit www.thelba.org or call Melinda Owens at 240-925-3959.

Information Session on the M.A. in Management and the M.A. in Contemporary Communication at SMHEC – February 18

The College of Notre Dame of Maryland will hold an Information Session regarding two of its Master of Arts programs in Management and Communication offered at the Southern Maryland Higher Education Center (SMHEC) on **Thursday, February 18**, from 5:00 p.m.-6:00p.m. The session will be at SMHEC located at 44219 Airport Road, California, MD 20619 in Building 2, room 120. RSVP to kpatton@ndm.edu or call 301-737-2500 x306 or fax 301-737-2542. Those unable to attend should contact Prof. Patton using the above information for program specifics as well. Both Masters programs are a great option for anyone seeking to move their career to another level or even in a new direction.

Those interested in any graduate program can review curriculum outlines, course descriptions, program objectives, and admissions by selecting the graduate catalog at www.ndm.edu/Academics/AcademicsCatalog. In addition, admissions information is available at www.ndm.edu/Admissions/Graduate.

Legislative Breakfast – February 22

Monday, February 22, at 8:00 a.m., at Lenny's Restaurant, Banquet Room, California, MD. Join the St. Mary's County Chamber of Commerce and your elected Maryland State Legislators as they explain the legislation that will affect our community and get a chance to ask questions and voice your concerns. You will also enjoy a wonderful breakfast provided by the great staff at Lenny's Restaurant. The admission is \$15 per person and reservations are required. Please check the Chamber website, www.smcchamber.com, or the February Chamber Update for a flyer and more information.

AFCEA's 9th Annual Homeland Security Conference – February 24-25

"DHS - The 7-Year Itch - Renewing the Commitment," **February 24-25, 2010** at the Ronald Reagan International Trade Center, Washington, D.C.

The AFCEA Homeland Security Conference has become the premier event in the Washington, D.C. area to learn about the most current homeland security issues facing our nation. The conference

agenda is set by an advisory board made up of the government and industry individuals that are accountable for carrying out the DHS mission.

This is THE venue will you will hear first-hand about the critical issues facing our country in the fight against terrorism. The conference offers an opportunity for you to engage in the dialogue on critical issues with key government and industry executives. CIO's, Procurement Officials, and Senior Program Managers will be discussing their priorities.

For more information on the conference and to register, go to www.afcea.org/events/homeland. Exhibit and sponsorship opportunities are still available. Please contact Maureen Cirrito at mcirrito@afcea.org for more details.

Reserve Your Booth for Spring Job Fair – March 4

Thursday, March 4 from 10:00 a.m. to 2:00 p.m. at the Waldorf Jaycees Center, 3090 Crain Hwy, Waldorf, MD. Recruiters, reserve your booth today. Call 301-764-2842 or email Sheadley@somdnews.com. Deadline: February 26. Sponsored by Southern Maryland Newspapers.

Navy League Sea Air Space Expo – May 3-5

This international event will be **May 3-5, 2010** at the Gaylord National Resort and Convention Center in National Harbor, Maryland. For more information on exhibiting, attending or the courtesy shuttle bus service, log on to www.seairspace.org.

NDIA's 7th Annual National Small Business Conference – May 25-26

Are you, as a business owner in today's recovering economy, looking to strengthen and grow your business operations within the Department of Defense, with small, medium, and large companies? The answer in the current rebuilding economy is a resounding yes. And at the NDIA Small Business Conference in Huntsville, Alabama, on **Tuesday, May 25 – Wednesday, May 26**, you can do just that.

The theme of the 2010 conference is "Small Business in Economic Recovery". Although this is a small business conference focused primarily on work with the Department of Defense, attendees and exhibitors from all types and sizes of business will be present in order to maximize the chance to identify potential teaming partners, discover niche technologies, and meet small business contracting requirements.

Speakers throughout the event will provide information on the outlooks for the future of small business as a whole, identify small business opportunities, and discuss branding and strategic communications. Potential speakers include representatives from NASA, Congress, Navy, Army, Air Force, and the DHS. One-on-one matchmaking meetings and networking opportunities such as exhibit hall breaks, an evening reception, and a golf tournament provide additional opportunities to interact with other attendees. In today's recovering economy, working with small businesses will be a crucial part of rebuilding successful relationships and growing business. For more information or to register, go to <http://www.ndia.org/meetings/0140/Pages/default.aspx>.

EVENTS AT A GLANCE:

Includes upcoming events featured this week and in previous Business e-Newsletters.

Date	Time	Event Name
Various dates		The Small Business Development Center (SBDC) courses are offered at CSM locations in La Plata, Lexington Park and Prince Frederick and include many useful classes such as: Building a Successful Business Plan, Financing Your Small Business, QuickBooks, and Legal and Records Management. For a complete listing of courses, descriptions and fees, go to http://www.sbdchelp.com/seminars.html . To register, call the SBDC main office at 301-934-7583.
February 5	9:00 a.m.- 2:00 p.m.	LaQuinta Inn & Suites has partnered with the American Red Cross and is holding a blood drive at the LaQuinta, 22769 Three Notch Rd., California, MD. Call 1-800-Give-life to schedule a time to donate or just stop in.

February 5	5:00 p.m.	Leonardtown First Friday – Historic Leonardtown's art galleries, restaurants, cafes, gift shops, antique shops, bookstores, etc. open their doors to showcase local artists and/or serve specials at their establishments. The town hosts a free evening of art, entertainment, and specials where people gather to enjoy local art, the company of others, and even a free glass of wine. Visit a participating business between now and February 12 to register for the Valentine's Special. The winning name will be drawn on February 12 during an announcement at Town Square at 7:00 p.m. For more information, log on to www.leonardtown.somd.com .
February 6 Postponed Until Feb. 20		50th St. Mary's County Science Fair will mark 50 years of Science. The Fair is an opportunity for students in public or nonpublic education, in grades 6-8 (Junior Division) and grades 9-12 (Senior Division) to demonstrate their interest in science and their understanding of scientific research and engineering design. Advertising, award sponsorships, exhibit spaces and donations are being accepted for the Fair. For more information on these opportunities, log on to www.sm-sef.org .
February 8 New	8:30 a.m.- 10:00 am.	The St. Mary's County Department of Economic and Community Development (DECD) will hold its Third Small Business Roundtable meeting at Lenny's Restaurant located at 23418 Three Notch Road California, MD (across from Wildewood Shopping Center). Coffee and light refreshments will be served. The focus of these Roundtables will be small business issues of all types. It is an opportunity to meet and hear from others, share experiences, and talk small business. Locally owned and/or locally managed independent small businesses are encouraged to attend. For additional information, contact Hans Welch, Manager, Business Development, DECD, at 301-475-4200 x1407 or email hans.welch@stmarysmd.com . <i>If due to inclement weather, the St. Mary's County Public Schools are closed, the roundtable will be canceled and rescheduled.</i>
February 8 New	7:00 p.m.- 9:00 p.m.	"Savor St. Mary's" Introductory Meeting at Lenny's restaurant in California, MD, www.lennys.net . "Savor St. Mary's" is an initiative bringing together locally-owned restaurants, caterers, food service providers, wineries and growers to create special menus prepared with ingredients fresh from area farms, waterways and vineyards. Occurring twice annually, "Savor St. Mary's" will feature a seasonal line-up of items locally grown and produced as presented through the creative interpretation of area restaurants. Kicking off this summer: July 25-August 8, 2010, "Savor St. Mary's" will highlight fresh seasonal produce and the February 15-28, 2011 event will have an emphasis on local seafood and wine. A portion of the proceeds resulting from "Savor St. Mary's" will be donated to the 2 local kitchens. This is the first gathering of possible participants and is intended to be a planning session as well as to encourage partnerships between area restaurants and growers who are now preparing for summer demand. There is NO FEE for attending and all are welcome. For information on how to participate in "Savor St. Mary's" contact Rebecca Deprey, Tourism Coordinator, St. Mary's County DECD, 301-475-4200 x 1404 or Rebecca.Deprey@stmarysmd.com .
February 10	8:00 a.m.- 4:30 p.m.	The Tech Council of Maryland's Government Contracting Academy will be held at the Tech Council of Maryland Offices, 9713 Key West Avenue, Suite 100, Rockville, MD 20850. Learn how to secure lucrative Government Contracts or at the very least partner with subcontractors who can open the door for your company in the multi-billion dollar Government Contracting marketplace. Agenda includes: GSA Schedules, Sub-Contracting, Security Clearances, Marketing, Financial Systems and Legal Requirements, and Proposal Writing. Whether you are just starting to look at selling to the federal government, awaiting your first big federal contract or you have been selling to the government for years, this program will provide you with the most in-depth information you need to be a successful government contractor. To register, visit https://techcouncilmd.com/events/detail.php?list=Events&laction=detail.php&evt_id=222 .

February 10	7:00 p.m.	The Southern Maryland Higher Education Center Proudly Presents, "Bridges to the World", an International Film Festival – Russia – <i>The Island</i> (Selected as "Best Russian Picture of the year in 2006). Film will be introduced, screened, and followed by a discussion. Film will be shown with English subtitles. Tickets are not required for this free screening; however seating is on a first-come basis. For more information on the Southern Maryland Higher Education Center call us at 301-737-2500 or visit our website, www.smhec.org .
February 11	6:30 p.m.- 8:00 p.m.	Free Homebuyers Seminar – Are you planning on purchasing a home? This is the perfect time to learn about the process. This seminar will take you through the home buying process such as: getting pre-qualified, the loan process, the real estate process, and how to choose the right realtor. Specific loan programs such as FHA, VA and USDA will be discussed. Sponsored by Arlene Wald, 1 st Metropolitan Mortgage and Hollie Kessler, Re/Max 100. Questions may be directed to Arlene Wald at 410-414-9411 x1012 or email her at arlene_wald@comcast.net . Register in advance at Recreation and Parks. http://www.co.saint-marys.md.us/recreate/ Location: Chancellor's Reg. Park Age: 18 & up CODE: 240223B
February 12	7:30 a.m.- 11:00 a.m.	The Southern Maryland Blue Crabs will hold an all-you-can-eat breakfast buffet at the ballpark to raise money for disaster relief efforts in Haiti. The Blue Crabs are requesting a minimum donation of \$10 dollars for each person attending the breakfast at Regency Furniture Stadium at 11765 St. Linus Drive in Waldorf. The Blue Crabs are expecting several entire offices to turn out for the event, but an RSVP is not required. For more information, call the Blue Crabs front office at 301-638-9788.
February 12 New	8:30 a.m.	Leonardtown Business Association Monthly Meeting at 22835 Washington St., in the historic blue church next to the Phil Dorsey Building and across from St. Aloysius Church. All Leonardtown Businesses are invited. The Leonardtown Business Association holds monthly meetings the second Wednesday of each month at 8:30 a.m. For more information, and to join the LBA, please visit www.thelba.org or call Melinda Owens at 240-925-3959.
February 12 New	Noon	Ribbon Cutting: Quest Diagnostics, the Professional building on Miss Bessie Drive, Leonardtown, Third Floor. Join the St. Mary's County Chamber of Commerce as it welcomes Quest Diagnostics to Leonardtown.
February 17	7:00 p.m.	The Southern Maryland Higher Education Center Proudly Presents, "Bridges to the World", an International Film Festival – Korea – <i>My Dear Enemy</i> (Female lead won best actress award at 2007 Cannes Film Festival). Film will be introduced, screened, and followed by a discussion. Film will be shown with English subtitles. Tickets are not required for this free screening; however seating is on a first-come basis. For more information on the Southern Maryland Higher Education Center call us at 301-737-2500 or visit our website, www.smhec.org .
February 18 New	5:00 p.m.- 6:00 p.m.	The College of Notre Dame of Maryland will hold an Information Session at the Southern Maryland Higher Education Center (SMHEC) regarding two of its Master of Arts programs in Management and Communication offered through SMHEC. The session will be at SMHEC located at 44219 Airport Road, California, MD 20619 in Building 2, room 120. RSVP to kpatton@ndm.edu or call 301-737-2500 x306 or fax 301-737-2542. Those unable to attend should contact Prof. Patton using the above information for program specifics as well. Both Masters programs are a great option for anyone seeking to move their career to another level or even in a new direction.

February 18		Public Relations Individuals in Southern Maryland (PRISM) is finalizing plans for its first meeting of 2010. PRISM is the organization of public relations and marketing professionals in Southern Maryland. It holds bi-monthly luncheon meetings and occasional workshops to foster professional development and networking opportunities for its members. The meetings rotate between Calvert, Charles and St. Mary's counties. For more information, call Karen Everett, Public Information Officer, St. Mary's County Government, 301-475-4200, x1342. Annual dues are \$20.
February 20 New		Rescheduled Date: 50th St. Mary's County Science Fair will mark 50 years of Science. The Fair is an opportunity for students in public or nonpublic education, in grades 6-8 (Junior Division) and grades 9-12 (Senior Division) to demonstrate their interest in science and their understanding of scientific research and engineering design. Advertising, award sponsorships, exhibit spaces and donations are being accepted for the Fair. For more information on these opportunities, log on to www.sm-sef.org .
February 20	8:00 a.m.- 1:00 p.m.	Money Smart Conference at the College of Southern Maryland, Leonardtown Campus, C Building. Attend seminars on Real Estate and Mortgages, Personal Banking, Insurance, and Financial Planning. Seminars begin 9:00 a.m. and every hour thereafter until 12:00 p.m. Come early free door prizes. Get tickets for attending each seminar. The more you get, the more chances you have of winning. Talk to the professionals between the hours of 8:00 a.m.-9:00 a.m. and 12:00 p.m.-1:00 p.m. For more information, visit www.csmd.edu/MoneySmart or to pre-register, call Christine Bish at 301-934-7602.
February 22 New	8:00 a.m.	Chamber Legislative Breakfast at Lenny's Restaurant, Banquet Room, California, MD. Join the St. Mary's County Chamber of Commerce and your elected Maryland State Legislators as they explain the legislation that will affect our community and get a chance to ask questions and voice your concerns. You will also enjoy a wonderful breakfast provided by the great staff at Lenny's Restaurant. The admission is \$15 per person and reservations are required. Please check the Chamber website, www.smcchamber.com , or the February Chamber Update for a flyer and more information.
February 23	7:00 a.m.- Noon	"Tactics to Success . . ." A Service-Disabled/Veteran-Owned Small Business Workshop co-sponsored by the Small Business Roundtable and The Patuxent Partnership, Southern MD Higher Education Center, California, MD. No charge for the workshop. <i>Optional</i> Offsite networking lunch at Outback Steakhouse (Noon-1:30 p.m.) Advance lunch registration fee \$16. Registration now open at www.paxpartnership.org .
February 24	7:00 p.m.	The Southern Maryland Higher Education Center Proudly Presents, "Bridges to the World", an International Film Festival – Argentina – <i>Son of the Bride</i> (Nominated for an Academy Award for Best Foreign Language Film in 2002). Film will be introduced, screened, and followed by a discussion. Film will be shown with English subtitles. Tickets are not required for this free screening; however seating is on a first-come basis. For more information on the Southern Maryland Higher Education Center call us at 301-737-2500 or visit our website, www.smhec.org .
February 24- 25 New		AFCEA's 9th Annual Homeland Security Conference "DHS - The 7-Year Itch - Renewing the Commitment," at the Ronald Reagan International Trade Center, Washington, D.C. Learn about the most current homeland security issues facing our nation. This is THE venue will you will hear first-hand about the critical issues facing our country in the fight against terrorism. The conference offers an opportunity for you to engage in the dialogue on critical issues with key government and industry executives. CIO's, Procurement Officials, and Senior Program Managers will be discussing their priorities. For more information on the conference and to register, go to www.afcea.org/events/homeland . Exhibit and sponsorship opportunities are still available. Please contact Maureen Cirrito at mcirrito@afcea.org for more details.

March 3	7:00 p.m.	The Southern Maryland Higher Education Center Proudly Presents, "Bridges to the World", an International Film Festival – Estonia – <i>December Heat</i> (Submitted for 2010 Nomination for an Academy Award for Best Foreign film in 2010). Film will be introduced, screened, and followed by a discussion. Film will be shown with English subtitles. Tickets are not required for this free screening; however seating is on a first-come basis. For more information on the Southern Maryland Higher Education Center call us at 301-737-2500 or visit our website, www.smhec.org .
March 4 New	10:00 a.m.- 2:00 p.m.	Spring Job Fair at the Waldorf Jaycees Center, 3090 Crain Hwy, Waldorf, MD. Recruiters, reserve your booth today. Call 301-764-2842 or email Sheadley@somdnews.com . Deadline: February 26. Sponsored by Southern Maryland Newspapers.
March 10	7:00 p.m.	The Southern Maryland Higher Education Center Proudly Presents, "Bridges to the World", an International Film Festival – Nigeria – <i>The Royal Messengers</i> . Film will be introduced, screened, and followed by a discussion. Film will be shown with English subtitles. Tickets are not required for this free screening; however seating is on a first-come basis. For more information on the Southern Maryland Higher Education Center call us at 301-737-2500 or visit our website, www.smhec.org .
March 11	6:30 p.m.- 8:00 p.m.	Free Homebuyers Seminar – Are you planning on purchasing a home? This is the perfect time to learn about the process. This seminar will take you through the home buying process such as: getting pre-qualified, the loan process, the real estate process, and how to choose the right realtor. Specific loan programs such as FHA, VA and USDA will be discussed. Sponsored by Arlene Wald, 1 st Metropolitan Mortgage and Hollie Kessler, Re/Max 100. Questions may be directed to Arlene Wald at 410-414-9411 x1012 or email her at arlene_wald@comcast.net . Register in advance at Recreation and Parks. http://www.co.saint-marys.md.us/recreate/ Location: Chancellor's Reg. Park Age: 18 & up CODE: 240223C
March 23	9:00 a.m.- 4:00 p.m.	Business Continuity Conference at the Southern Maryland Higher Education Center, 44129 Airport Road, California, MD. This conference will allow you to interact and gain information to better understand the fundamentals of emergency planning, potential costs, and the need to build a plan for the unexpected crisis that protects your staff, your investments, your stakeholders, your customers and you. Who should attend: contractors, non-profit organizations, government, health, emergency, it professionals, managers, retail, small businesses and anyone concerned about preparedness and the resources available. Cost: Early bird special \$50 (before February 1, 2009). Regular registration rate is \$65. For agenda and registration, go to http://badelyn.com/2010BusinessContinuityConference.aspx .
March 25	4:00 p.m.- 7:00 p.m.	Southern Maryland Higher Education (SMHEC) Open House. SMHEC is located at 44219 Airport Road, California, MD.
May 25-26 New		NDIA's 7th Annual National Small Business Conference in Huntsville, Alabama. Are you, as a business owner in today's recovering economy, looking to strengthen and grow your business operations within the Department of Defense, with small, medium, and large companies? The answer in the current rebuilding economy is a resounding yes. And at the NDIA Small Business Conference you can do just that. For more information or to register, go to http://www.ndia.org/meetings/0140/Pages/default.aspx .
April 8 New	10:00 a.m.- 2:00 p.m.	College of Southern Maryland (CSM) Tri-County Job and Career Fair. Employers are invited to participate in recruiting students and community residents for current and future job openings and internships. \$225 for registration received by February 25; \$275 thereafter. Fee includes an 8-foot draped booth, 6-foot draped table, chairs and sign. Initial employer registration deadline is Thursday, February 25. http://www.csmd.edu/CareerServices/Employers/fair.html , 301-934-7533, 301-870-2309, 240-725-5499 or 443-550-6199 ext. 7533, or LisaWa@csmd.edu .

April 17 & 18	8:00 a.m.- 4:00 p.m.	St Mary's County Department of Public Safety Community Emergency Response Team (CERT) training at the Dept. of Public Safety, 23090 Leonard Hall Drive, Leonardtown MD. The Program educates citizens about disaster preparedness for hazards that may impact their area and trains them in basic disaster response skills, such as fire safety, light search and rescue, team organization, and disaster medical operations. Using the training learned in the classroom and during exercises, CERT members can assist others in their workplace following an event when professional responders are not immediately available to help. To attend a CERT Training class or for more information, please call the Department of Public Safety, Emergency Management Division at 301-475-4200 x2124 or x2125 or email Gerald.gardiner@co.saint-marys.md.us .
April 27	3:00 p.m.- 7:00 p.m.	JobZone NAS Patuxent River Job Fair sponsored by The Fleet and Family Support Center will be held at the J.T. Daugherty Conference Center in Lexington Park. To participate, contact JobZone at 540-775-4199 or 540-226-1473 or visit www.jobzoneonline.com .
May 3-5 New		Navy League Sea Air Space Expo at the Gaylord National Resort and Convention Center in National Harbor, Maryland. For more information on exhibiting, attending or the courtesy shuttle bus service, log on to www.seairspace.org .
June 12 & 13	8:00 a.m.- 4:00 p.m.	St Mary's County Department of Public Safety Community Emergency Response Team (CERT) training at the Dept. of Public Safety, 23090 Leonard Hall Drive, Leonardtown MD. The Program educates citizens about disaster preparedness for hazards that may impact their area and trains them in basic disaster response skills, such as fire safety, light search and rescue, team organization, and disaster medical operations. Using the training learned in the classroom and during exercises, CERT members can assist others in their workplace following an event when professional responders are not immediately available to help. To attend a CERT Training class or for more information, please call the Department of Public Safety, Emergency Management Division at 301-475-4200 x2124 or x2125 or email Gerald.gardiner@co.saint-marys.md.us .
June 16-20		The International Student Unmanned Air System Competition will take place at NAS Patuxent River Webster Field in St. Mary's County. Companies interested in sponsorship opportunities are invited to contact Jim Curry at James.Curry@bowheadsupport.com . For more information on this competition and other student competitions in this area, log on to: http://www.auvsi.org/AUVSI/AUVSI/Events/AUVSIStudentCompetitions/Default.aspx .
June 23	6:00 p.m.- 9:30 p.m.	The College of Southern Maryland's Corporate Center 10th Annual Leading Edge Awards at the Greater Waldorf Jaycees Community Center. Recognizing outstanding leadership within Southern Maryland. For information, call 301-934-7585 or 301-870-2309, Ext. 7585 for Charles County; 240-725-5499, Ext. 7585 for St. Mary's County or 443-550-6199, Ext. 7585 for Calvert County or visit www.corporatecenter.csmd.edu/LEA/2010.html .
August 24	3:00 p.m.- 7:00 p.m.	JobZone NAS Patuxent River Job Fair sponsored by The Fleet and Family Support Center will be held at the J.T. Daugherty Conference Center in Lexington Park. To participate, contact JobZone at 540-775-4199 or 540-226-1473 or visit www.jobzoneonline.com .

ONLINE RESOURCES:

Visit the St. Mary's County Department of Economic & Community Development website, www.stmarysmd.com/decd for the following online resources:

Facts & Figures – Gain access to St. Mary's County demographic and economic data www.stmarysmd.com/decd and click on Data Center

Brief Economic Facts - <http://www.co.saint-marys.md.us/decd/documents/BriefEconomicFacts.pdf>

Technology Handbook Online – Search our directory of over 220 local technology firms www.stmarysmd.com/decd and click on Technology Handbook

Commercial Buildings & Sites – Review our list of available sites and office space www.stmarysmd.com/decd and click on Commercial Buildings & Sites

CONTACT US:

The St. Mary's County Business e-Newsletter is provided as a free e-mail newsletter to communicate with county businesses.

Please forward any news items or events of interest to Hans Welch, Hans.Welch@stmarysmd.com, and/or Cynthia DellaGatta, Cynthia.Dellagatta@stmarysmd.com.

To subscribe or unsubscribe to the e-Newsletter, please email Cheri Noffsinger at Cheri.Noffsinger@stmarysmd.com.

Prior editions of the St. Mary's County Business e-Newsletter are available at www.stmarysmd.com/decd (click on Doing Business in Our County, then DECD News.)

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