



Celebrate Maryland's 375<sup>th</sup> birthday right here where Maryland began – St. Mary's County! Join us for a full year of great deals, special offers, and fun events.

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## **BUSINESS NEWS & INFORMATION:**

### **Message from the Director - "Our Own Stimulus Package"**

This was a week to remember. From a foot of snow and bone-chilling temperatures to 70-degree weather forecast for the weekend, we welcome March.

Much like the swings in the weather, our national economic picture changes almost as rapidly. But locally things are more stable and progress is evident all around the County.

On Tuesday the Board of County Commissioners approved and advanced two of our agricultural development projects: the Home Grown Farm Market in south county and the Port of Leonardtown Winery in mid-county. Both will be run by unique private entities that bring entrepreneurial vigor and gumption to the enterprises. This is self-evident at our north county farmers' market run by the Amish at the Charlotte Hall Library. This market will be open daily on March 14 and the Farmers' Market at BAE Systems will open on Saturdays on May 9. These two new initiatives will bring diversity, jobs, and growth to our first industry, agriculture. As the tobacco buyout begins to expire next year, we need more examples like this. For more information, contact Donna Sasscer at [donna.sasscer@stmarysmd.com](mailto:donna.sasscer@stmarysmd.com).

On Wednesday I attended a ribbon-cutting at Companion Care Veterinary Hospital in Mechanicsville, see [www.companioncarevethospital.com](http://www.companioncarevethospital.com). The new shop employs seven and is a great corner addition to the new Garner Morgan facility on Rt 5 South. Part owner Fabrizio "Fab" Donis, husband of one of the two doctors running the practice, drew quotes from the Randy Pausch book, "The Last Lecture." He recounted the obstacles they encountered along the way to getting their own business started. Pausch uses "brick wall" as a challenge, not an obstacle. Fab described the many brick walls they had to deal with. Then he said something very powerful, "We are creating our own stimulus package" by opening their business. Enough said! Congratulations and best of luck to Companion Care. Please stop by and create some stimulus.

Finally, if you are free next (lucky) Friday the 13th in the evening, the Business, Education and Community Alliance, Inc. (simply called BECA) is holding a recognition dinner and benefit for local scholarships. This is shaping up to be a great community event. See the details in the calendar at the end of this newsletter.

Spring Forward! Bob  
Director, Economic & Community Development  
[Bob.Schaller@stmarysmd.com](mailto:Bob.Schaller@stmarysmd.com), 301-475-4200 x1406

### **Stimulus Plan/American Recovery and Reinvestment Act of 2009**

The final \$787 billion stimulus plan, titled American Recovery and Reinvestment Act of 2009, signed by President Obama on February 17, 2009 is in its initial roll out stages. For details on the plan go to <http://www.recovery.gov/> or for the full text of the bill go to [http://www.whitehouse.gov/the\\_press\\_office/ARRA\\_public\\_review/](http://www.whitehouse.gov/the_press_office/ARRA_public_review/).

As time goes on the St. Mary's County Department of Economic & Community Development will highlight in this e-newsletter programs and spending affecting us locally.

### **Future Engineers 'Face Off' in Regional Competition, CSM's La Plata Campus Hosts BAE Systems, Maryland FIRST Robotics Challenge**

The gymnasium burst with energy exponentially throughout the day February 21 as 39 high school teams from Maryland, Virginia, the District of Columbia, Pennsylvania, and Brooklyn, New York, converged on the La Plata Campus of the College of Southern Maryland to compete head to head, or rather robot to robot, in a regional competition that will send the top two teams to the FIRST World Championship in April at the Georgia Dome in Atlanta. Five Southern Maryland teams, all from St. Mary's County, competed with two teams reaching the semifinals and one team reaching the quarterfinals. *To read the entire article, click [here](#).*

For a complete listing of award winners and competition photos, visit <http://ftc.csmd.edu>.

## **UPCOMING EVENTS:**

### **University of MD NEW Aero & Mechanical Engineering Programs Brief – March 10**

Members of The Patuxent Partnership, their employees and the regional business community are invited to hear about and discuss the coming University of Maryland Aerospace Engineering and Mechanical Engineering Programs brief on **Tuesday, March 10**, at the Southern Maryland Higher Education Center. Check-in and networking begin at 8:00am. Program is 8:30am-10:00am. Complimentary beverages and breakfast snacks will be provided. Advance registration is requested to manage seating and catering. For more information, go to [www.paxpartnership.org](http://www.paxpartnership.org).

### **Ribbon Cutting: Joie Spa and Salon – March 13**

**Friday, March 13**, at 4:00pm. Location: Callaway, MD. Located in the Food Lion shopping center across from Maryland Bank & Trust directly off of RT. 5. High tech services, friendly staff, and great deals, all in this grandiose facility. Come out and support our Chamber Members and our small businesses here in St. Mary's! This event is FREE and the host will be serving light appetizers. Phone: 240-237-8044.

### **A DoD RDT&E Research Universe: A Profile on NSF Dahlgren and NSF Indian Head, and a Review of Collaborative Program Work with NAS Patuxent River – March 17**

At the Southern Maryland Higher Education Center, **Tuesday, March 17**, from 7:00am-9:00am. Featuring CAPT Katie Hanf CO Naval Support Activity South Potomac, Dr. Robert Gates, Technical Director, Indian Head Division, Naval Surface Warfare Center, Mr. Stuart Koch, Acting Technical Director, Naval Surface Warfare Center Dahlgren Division, CAPT Mat Winter (PMA-201), Doug Detwiller NAVAIR NAVSEA Liaison. Register at [www.paxpartnership.org](http://www.paxpartnership.org).

### **Business After Hours Hosted by New Riverview Restaurant at Wicomico Shores Golf Course – March 25**

All cordially invited to the St. Mary's County Chamber of Commerce Business After Hours in the newly renovated clubhouse and Riverview Restaurant at Wicomico Shores Golf Course located one mile off Rte. 234 on Aviation Yacht Club Road in Chaptico. **Wednesday, March 25** at 5:30pm. There will be food and networking and the usual door prizes and 50/50 raffle. RSVP to the Chamber Office at 301-373-3001 or online at [www.smcchamber.com](http://www.smcchamber.com).

### **Recreation and Parks Summer Programs Open House – March 26**

The St. Mary's County Department of Recreation and Parks will be hosting a Summer Programs Open House on **Thursday, March 26**, from 6:30pm-8:30pm at the Hollywood Recreation Center in Hollywood, MD.

Representatives will be available from the following areas: Recreational Camps, Sports Camps, Leisure Classes, Therapeutic Recreation Camps, Nicolet Skatepark and Spraypark, Gymnastics Center, Great Mills Swimming Pool, and Summerstock (Ragtime).

Applications for summer job opportunities will be available. For further information on the Open House or any of our Recreation and Parks programs, please call 301-475-4200 x1800.

### **SMHEC Information Session: GWU M.S. in Information Security and Software Engineering – April 2**

The Department of Engineering Management and Systems Engineering at the George Washington University will be bringing a Master of Science to SMHEC in late Spring 2009. There will be an Information Session on **Thursday, April 2**, from 5:00pm to 6:00pm on this M.S. in Engineering Management with an emphasis on Information Security and Software Engineering at SMHEC. Dr. Shahram Sarkani, Dept. Co-Chairman and Director of the program will present. He is also Director of the two Ph.D./D.Sc. programs at SMHEC in Systems Engineering and Engineering Management. Please call Dr. Cynthia Shoemaker at 301-737-2500 x204, to RSVP for the Information Session. There will be time for group questions and individual questions at the Information Session.

Engineering Management, together with Information Security and Software Engineering, is an interdisciplinary curriculum, designed for professionals in high-technology organizations. Skills and

perspectives required for 21st century enterprises are covered so that graduates have the ability to manage and engineer solutions for highly networked organizations in a knowledge-based economy. After five core courses students can choose the area in which they prefer more courses in this 12-course M.S. degree. In a large Survey of 202 technology companies done by SMHEC in Spring 2008, survey responses included requests for degrees in software engineering and in information security for these engineers to meet their career goals and update their technical skills. The need for this program was also ascertained through interviews and meetings with supervisory personnel at the Pax River base and with managers at the technology companies providing services to the base. Information security and assurance are being mandated across 200 laboratories at the Patuxent River Naval Air Base according to the Information Technology Management Council as of August 2008.

The 12 courses in the degree program include: Systems Engineering; Managing the Protection of Information Assets and Systems; Auditing, Monitoring, and Intrusion Detection for Information Security Managers; Applied Data Mining in Engineering Management; The Management of Technical Organizations; Management of Information & Systems Security; Object-Oriented Analysis & Design; Program & Project Management; Information & Software Engineering; Elements of Problem Solving and Decision Making for Managers; and Database Design and Database Management Systems, plus others in systems engineering and engineering management. The degree was approved by the Maryland Higher Education Commission in January 2009 for presentation at SMHEC.

For additional information call SMHEC at 301-737-2500, or visit the website at [www.smhec.org](http://www.smhec.org).

### **Prep for Certified Information Systems Security Professional (CISSP) Exam – April 6-10**

ITS-7890, Section: 76640, **April 6-10**, CSM Leonardtown Campus, Bldg C, Room 204, 8:00am-4:00pm, Cost: \$1,163.

Target Audience: Department of Defense (DOD) Information Assurance (IA) workforce.

Prerequisite: Security Information Systems experience. The CISSP course is designed to prepare students to understand the 10 domains of study required for the CISSP certification exam. Students build an understanding of the concepts in the physical security, cryptography, telecommunications, network and internet security domains. They will study the different strategies for Business Continuity Planning, Legal and Ethical issues and security in Application Development. The course focuses on the different security aspects including security architecture, management and access control methodologies. Textbook included.

For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit [www.corporatecenter.csmd.edu](http://www.corporatecenter.csmd.edu). Please register by March 31, 2009.

### **Visio Course – April 16**

**Thursday, April 16**, Lexington Park Training Center, 21795-D1 Shangri-La Drive, Lexington Park, MD, 8:00am-3:30pm, Cost: \$165. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or [koconnor@csmd.edu](mailto:koconnor@csmd.edu) to register or for more information.

### **Security + Exam Preparation – April 20-24**

ITS-8460, Section: 76641, **April 20-24**, CSM Leonardtown Campus, Bldg C, Room 214, 8:00am-4:00pm, Cost: \$1,220.

Target Audience: Department of Defense (DOD) Information Assurance (IA) workforce. Prerequisite: Network+ or equivalent experience required. Prepare for the national Security+ exam by studying topics including communication security, infrastructure security, cryptography, authentication, access control, external attack, and operational and organizational security. The skills and knowledge measured by this exam are derived from an industry-wide and worldwide job task analysis. Security+ certification is an excellent 'in-road' into jobs requiring an extensive knowledge of computer security. This "hands-on" course is also accepted as one of the security specialization exams required for MCSE: Security on Microsoft Windows 2000 or MCSA: Security on Microsoft Windows 2000 certifications. Exam voucher included.

For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit [www.corporatecenter.csmd.edu](http://www.corporatecenter.csmd.edu). Please register by April 13, 2009.

### **Customer Service Skills for the Real World – April 23**

BUS-9260, Section: 76634, **Thursday, April 23**, CSM Leonardtown Campus, Bldg C, Room C201, 8:00am-12:15pm, Cost: \$89. For members of St. Mary's, Calvert or Charles Chambers of Commerce, contact Karen O'Connor at [koconnor@csmd.edu](mailto:koconnor@csmd.edu), or call 240-725-5479 for a Chamber member rate of \$49.

Target Audience: Employees at all levels – especially front-line employees Good customer service results from an organization's commitment to excellence. The cost of poor customer service can be high. Explore techniques to use in working positively with difficult or angry customers, effectively answer questions, and solve problems both face to face and over the phone. Learn the steps to calm and defuse the dissatisfied customer and effectively find a solution to their problems. Practice "real world" scenarios to fine-tune your ability to handle challenging situations.

For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit [www.corporatecenter.csmd.edu](http://www.corporatecenter.csmd.edu). Please register by April 14, 2009.

### **Soup to Dessert – The Government Contract Accounting Lifecycle – May 5**

Join the Maryland Association of CPA's Government Contractors committee and the Defense Contract Audit Agency on **Tuesday, May 5**, from 1:00pm-5:00pm at the Southern Maryland Higher Education Center in California, MD to discuss the life cycle of a contract:

1. Marketing - Don Acker, CPA, InfoZen, Inc.
2. FAR - Anoop Mehta, CPA, CFO, Science Systems and Applications, Inc.
3. Bid Process - Various
4. Award, Performance, and Administration - Joe Nuffer, CPA, Controller, Caelum Research Corporation
5. Cost Accounting Compliance - Jerry Rosenberg, CPA, Partner, Gelman, Rosenberg, & Freedman
6. Contract Closing - Steve Shamlian, CPA, Manager Government Compliance, General Dynamics Advanced Information Systems
7. DCAA topic - Sheila East, Acting Baltimore Branch Manager, DCAA

Moderator will be Cathy Schrader, CPA, MBA, Partner, Murray, Wamsley & Schrader, LLC

Registration Time: 12:45pm. Fee: \$20. CPE: Credit 4 hours. Refreshments will be served. For registration contact the MACPA Member Service Center at 1-800-782-2036. For any other questions contact Ms. Dee Day at 1-800-782-2036 x309 or [dee@macpa.org](mailto:dee@macpa.org).

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## **CELEBRATE 375!**

### **The Special Issue Discover St. Mary's County Destination and Relocation Guide Celebrates Maryland's 375th Birthday at Maryland's Birthplace**

The Discover St. Mary's County Destination and Relocation guide is now available in both print and digital formats. The 52 page glossy magazine-style guide is published in partnership with Historic St. Mary's City and the publishers of Maryland Life Magazine. It features articles on the area's role in the state's founding as well as visitor information including listings for sites, attractions, and lodging and dining establishments. The guide also features information on relocating to St. Mary's County.

"The guide serves as a great travel planner and business recruitment tool, but this year, as we celebrate this area's significant place in our state's history, we wanted to produce a very special piece not only useful to visitors but meaningful to our entire community," notes St. Mary's County Tourism Manager Carolyn Laray.

The guide is free and is available at the St. Mary's County Welcome Center in Charlotte Hall, at participating businesses throughout the county, at the county libraries, and at state and regional visitor information centers. The guide will be mailed to those requesting visitor or relocation information and will be distributed at venues throughout the mid-Atlantic region.

A digital version of the guide may be viewed at [www.Maryland375.com](http://www.Maryland375.com), a site dedicated to celebrating Maryland's 375<sup>th</sup> birthday at Maryland's birthplace. Local businesses are encouraged to link to that site as a means of providing their visitors and community members with easy access to the guide and to anniversary-related activities.

**CELEBRATE 375!**

### **Celebrate Maryland's 375th Anniversary First Friday Reception – March 6**

On **Friday, March 6**, there will be a Celebrate Maryland's 375<sup>th</sup> Anniversary First Friday Reception at the North End Gallery in Leonardtown from 5:00pm-8:00pm. Birthday cake will be served in honor of the State's birthday and the Gallery's "Maryland, My Maryland" Art Exhibit will be on display. The Celebrate 375 campaign is all about celebrating Maryland's 375<sup>th</sup> birthday right here where Maryland began, St. Mary's County! Join us for a year full of great deals, special offers and lots of fun centered on Maryland's birthday. For more information about St. Mary's County's Celebrate 375 campaign, contact the St. Mary's County Division of Tourism by calling 301-475-4200 x1404 or visiting [www.Maryland375.com](http://www.Maryland375.com).

**CELEBRATE 375!**

### **Maryland Day at St. Clement's Island Museum – March 25**

Come celebrate Maryland Day at St. Clement's Island Museum on **Wednesday, March 25**, at 11:00am. Keynote speaker Associate Professor of Anthropology from St. Mary's College of Maryland Dr. Julia King, and a Celebrate 375 birthday cake created by celebrity chef Duff Goldman, the Food Network's "Ace of Cakes," will highlight this free event overlooking St. Clement's Island where the first Maryland colonists landed in 1634. Free. 301-769-2222, [www.stmarysmd.com/recreate/museums](http://www.stmarysmd.com/recreate/museums)

**CELEBRATE 375!**

### **Maryland Day at Historic St. Mary's City – March 29**

Join us for Maryland Day at Historic St. Mary's City, **Sunday, March 29**, 10:00am-5:00pm. Maryland Governor Martin O'Malley is guest of honor and is scheduled to provide keynote remarks. The Ceremony of the Flags features fourth-grade students from Maryland counties presenting their jurisdiction's colors at the site of Maryland's first colony and capital. Free. 800-762-1634, [www.stmaryscity.org](http://www.stmaryscity.org)

**CELEBRATE 375!**

### **Add the Special Celebrate 375 Logo on Your Website**

To increase the presence of the Celebrate 375 program within the local community, the St. Mary's County Division of Tourism, a division of the St. Mary's County Department of Economic & Community Development, would like businesses within the community to put the special Celebrate 375 logo on their websites.

To get the Celebrate 375 logo, visit [www.Maryland375.com](http://www.Maryland375.com) and scroll to the bottom of the homepage. Click on the link that says "Get the logo and link to us!" Once you click on the link, you will be taken to a page with the text link at the top and the logo at the bottom. To use the logo, right click on the image and select "Save as Image/Picture." Then, you can incorporate the logo image file into your website. Use the text link found at the top of the page and insert it into the code on your website to link the logo to [www.Maryland375.com](http://www.Maryland375.com). If you need help with putting the logo and link on your website, please contact your webmaster.

**CELEBRATE 375!**

### **About the Celebrate 375! Program**

2009 marks Maryland's historic 375th birthday, and since Maryland begins here, it's the county's birthday too! This milestone anniversary presents a remarkable opportunity to increase tourism AND relocation traffic to St. Mary's, plus support our local businesses. We have much to celebrate and much to share! To take advantage of this special year, and market it to the best of our ability, we've forged exciting partnerships and created great promotions and incentives. We're getting the word out about all there is to see and do in St. Mary's County. The St. Mary's County Division of Tourism would like to encourage local sites, attractions, and businesses to get involved in our Celebrate 375! Program.

For more information about the program and how to get involved, visit <http://www.co.saint-marys.md.us/decd/documents/Celebrate375MarketCampOverview.pdf> or contact the County's Tourism Division at 301-475-4200 x1404 or email [visitus@stmarysmd.com](mailto:visitus@stmarysmd.com).

**CELEBRATE 375!**

## EVENTS AT A GLANCE:

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

Date	Time	Event Name
February 3- March 29 <b>CELEBRATE 375!</b>		"Maryland, My Maryland" Art Exhibit at North End Gallery. The exhibit is co-sponsored by the St. Mary's County Arts Council and is the first major event focused on celebrating Maryland's 375 <sup>th</sup> Birthday. For more information on the exhibit, call North End Gallery at 301-475-3130 or visit <a href="http://www.northendgallery.org">www.northendgallery.org</a>
March 6 <b>CELEBRATE 375!</b>	5:00pm- 8:00pm	Celebrate Maryland's 375 <sup>th</sup> Anniversary First Friday Reception at North End Gallery. Birthday cake will be served in honor of the state's birthday. For more information, call North End Gallery at 301-475-3130 or visit <a href="http://www.northendgallery.org">www.northendgallery.org</a>
March 7	6:00pm	A silent auction fundraiser supporting the St. Mary's County Juvenile Drug Court Program at the Paul Hall Center in Piney Point, MD. Cost is \$35/person. Join in the fun! Social hour starts 6:00pm, dinner at 7:00pm, silent auction at 8:00pm then dancing starts 9:00pm. For tickets contact Carl Franzen at 301-862-2222.
March 10 <b>New</b>	8:00am- 10:00am	Members of The Patuxent Partnership, their employees and the regional business community are invited to hear about and discuss the coming University of Maryland Aerospace Engineering and Mechanical Engineering Programs brief at the Southern Maryland Higher Education Center. Complimentary beverages and breakfast snacks will be provided. Advance registration is requested to manage seating and catering. For more information, go to <a href="http://www.paxpartnership.org">www.paxpartnership.org</a> .
March 10	3:00pm- 7:00pm	JobZone Job Fair in Fredericksburg, VA Ramada (on Route 1). Contact JobZone for more details or to register: 540-775-4199 / 540-226-1473, <a href="mailto:Janet.Giles@JobZone.com">Janet.Giles@JobZone.com</a> or visit <a href="http://www.JobZoneOnline.com">www.JobZoneOnline.com</a> .
March 10 and 27		Start Right for Success Course Number 6380, Two sessions (part two is online): March 10 from 5:00pm-7:00pm and March 27 (online) from 1:00pm-4:00pm. Lexington Park Training Center. Total: \$50. For more information or to register, call the Small Business Development Center (SBDC) at 301-934-7583 or email <a href="mailto:bduboff@csmd.edu">bduboff@csmd.edu</a> .
March 11	7:30am- 9:00am	Tech Council MD (TCM) Financial Executives Forum (FEF) breakfast entitled "There is Capital Out There: Success Stories" at the Congressional County Club in Bethesda, MD. To register, go to <a href="https://techcouncilmd.com/events">https://techcouncilmd.com/events</a> .
March 12	8:00am- 3:30pm	Effective Presentation Skills course at CSM Leonardtown Campus, Bldg C, Room 201. For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit <a href="http://www.corporatecenter.csmd.edu">www.corporatecenter.csmd.edu</a> .
March 12	8:00am- 4:00pm	MDWIT at its Annual Conference "Women: Leading the Future of Technology" at the BWI Airport Marriott. For complete agenda and registration, go to <a href="http://www.mdwit.org/conference_agenda.html">www.mdwit.org/conference_agenda.html</a> .

March 12	5:30pm-7:30pm	Business Network International (BNI), California, MD Chapter invites all to its Business Networking Social Event at Petruzzi's Italian Bistro Restaurant (Wildewood Shopping Center) to enjoy FREE food, drinks and networking with business owners, entrepreneurs, independent representatives, and other professionals. Increase exposure with word-of-mouth referrals and bring lots of business cards. Spread the word and invite other professionals to attend. To RSVP contact Randy Schultz at <a href="mailto:rjschultz@verizon.net">rjschultz@verizon.net</a> or 410-991-1118.
March 13 <b>New</b>	4:00pm	Ribbon Cutting for Joie Spa and Salon in Callaway, MD. Located in the Food Lion shopping center across from Maryland Bank & Trust directly off of RT. 5. High tech services, friendly staff, and great deals, all in this grandiose facility. Come out and support our Chamber Members and our small businesses here in St. Mary's! This event is FREE and the host will be serving light appetizers. Phone: 240-237-8044.
March 13	6:00pm	The Business, Education and Community Alliance, Inc., known simply as BECA, is celebrating its 20th year supporting St. Mary's County schools and will host its anniversary and recognition dinner at the Southern Maryland Higher Education Center in California, MD to honor this special occasion. The cost is \$25 per person and covers the cost of dinner, beverages, and a memorable time with friends. The evening's program includes a lively auction conducted by our own County Commissioner Dan Raley. All funds collected during the auction will go toward our Scholarship Fund, thus to deserving 2009 graduating St. Mary's County high school seniors. If you wish to donate an item for our auction or a cash contribution, either is tax-deductible and greatly appreciated. Please RSVP before March 2 to Bob Schaller at 301-475-2068 or email <a href="mailto:info@smcbeca.org">info@smcbeca.org</a> .
March 14	10:00am-2:00pm	The St. Mary's County Commission on the Environment's "Living Green Expo" is scheduled at the Southern Maryland Higher Education Center. The expo will feature display booths from environmental organizations and businesses. The expo will also feature several door prizes (each over a \$75 value) and several speakers on environmental issues. Coffee and a small lunch will be available on a first come first serve basis. For more information on the expo please visit <a href="http://www.greensomd.com">www.greensomd.com</a> and click on the St. Mary's County Commission on the Environment link.
March 17 <b>New</b>	7:00am-9:00am	A DoD RDT&E Research Universe: A Profile on NSF Dahlgren and NSF Indian Head, and a Review of Collaborative Program Work with NAS Patuxent River at the Southern Maryland Higher Education Center. Featuring CAPT Katie Hanf CO Naval Support Activity South Potomac, Dr. Robert Gates, Technical Director, Indian Head Division, Naval Surface Warfare Center, Mr. Stuart Koch, Acting Technical Director, Naval Surface Warfare Center Dahlgren Division, CAPT Mat Winter (PMA-201), Doug Detwiller NAVAIR NAVSEA Liaison. Register at <a href="http://www.paxpartnership.org">www.paxpartnership.org</a> .
March 19	10:00am-6:00pm	NAVAIR Job Fair at the J. T. Daugherty Conference Center, 22111 Three Notch Road, Lexington Park, MD. Demand is high for degree candidates with Science, Engineering and Business experience. U. S. Citizenship and ability to obtain a security clearance is required. NAVAIR is an Equal Opportunity Employer. POC: NAVAIR Special Recruitment Branch – Phone: 800-787-9804 Posted by: TFSMD.
March 19	11:00am-close	Pathways, Inc in conjunction with DAMONS Restaurant is sponsoring a Fund Raiser Day at the participating DAMONS located at 22201 Three Notch Road, Lexington Park, MD, phone number is 301-866-9025. Coupons will be available...all you have to say is your meal is supporting the continual efforts of Pathways, Inc and 10% of your meal will be donated to Pathways.

March 19	6:30pm-8:30pm	How to Build a Rain Garden class arranged in cooperation with the Lower Potomac Tributary Team in St. Mary's and Charles Counties and held at the Meeting Room of the Charlotte Hall Branch Library, 37600 New Market Road, Charlotte Hall, MD. Participants who complete all six classes will be recognized by the Tributary Team and receive a "Green Tool Kit" courtesy of Mirant Power and local vendors of green products. To register, go to <a href="http://www.greenbuildinginstitute.org">www.greenbuildinginstitute.org</a> .
March 20	7:30am-12:00pm	The "Building Opportunities with the Department of Defense" Minority Business Enterprise Conference hosted by Congressman Elijah E. Cummings and Congressman Donna F. Edwards and Lt. Governor Anthony G. Brown will be held at Bowie State University's Center for Learning and Technology in Bowie, MD. Invited agencies include: DoD Small Business Innovation Research (SBIR) Office, Army Office of Small Business Programs, Defense Advanced Research Projects Agency (DARPA), Air Force Office of Small Business Programs, Navy SBIR Office, Defense Logistics Agency (DLA) Small Business Office, and many more. Free Conference. Limited space. RSVP required. Contact <a href="mailto:mbeconference@gov.state.md.us">mbeconference@gov.state.md.us</a> to register by March 13, 2009.
March 21-22		St. Mary's County Department of Public Safety is offering Community Emergency Response Team (CERT) training course for citizens, businesses, residential communities, organizations and educational institutions. The training is free, and all materials and equipment are provided by the Department of Public Safety. If you are interested in becoming prepared for disasters, contact Jaclyn Shaw at 301-475-4200 x2125. For more information on emergency preparedness, log on to <a href="http://www.stmarysmd.com">www.stmarysmd.com</a> . Click on Public Safety under the Services box.
March 24-25	8:00am-3:30pm	Intermediate Access course at the Lexington Park Training Center. Cost \$270. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or <a href="mailto:koconnor@csmd.edu">koconnor@csmd.edu</a> to register or for more information.
March 25 <b>CELEBRATE 375!</b>	11:00am	Come celebrate Maryland Day at St. Clement's Island Museum. Keynote speaker Associate Professor of Anthropology from St. Mary's College of Maryland Dr. Julia King, and a Celebrate 375 birthday cake created by celebrity chef Duff Goldman, the Food Network's "Ace of Cakes," will highlight this free event overlooking St. Clement's Island where the first Maryland colonists landed in 1634. Free. 301-769-2222, <a href="http://www.stmarysmd.com/recreate/museums">www.stmarysmd.com/recreate/museums</a>
March 25 <b>New</b>	5:30pm	Business After Hours hosted by Wicomico Shores Golf Course and The Riverview Restaurant & Banquet Room – on Maryland Day! All cordially invited to the St. Mary's County Chamber of Commerce Business After Hours in the newly renovated clubhouse at Wicomico Shores Golf Course located one mile off Rte. 234 on Aviation Yacht Club Road in Chaptico. There will be food and networking and the usual door prizes and 50/50 raffle. RSVP to the Chamber Office at 301-373-3001 or online at <a href="http://www.smcchamber.com">www.smcchamber.com</a> .
March 26	8:00am-3:30pm	Intermediate Excel course at the Lexington Park Training Center. Cost \$165. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or <a href="mailto:koconnor@csmd.edu">koconnor@csmd.edu</a> to register or for more information.
March 26	6:30pm-8:00pm	Home Buyer Seminar (class code 240223C) at the Chancellors Run Senior Lounge. The seminar is free. Questions may be directed to Penny Justin, 1 <sup>st</sup> Metropolitan Mortgage and Charity Lane, O'Brien Realty, at 410-414-9411 or <a href="mailto:penny@pennyjustin.com">penny@pennyjustin.com</a> .
March 26 <b>New</b>	6:30pm-8:30pm	The St. Mary's County Department of Recreation and Parks will be hosting a Summer Programs Open House at the Hollywood Recreation Center in Hollywood, MD. Representatives will be available from the following areas: Recreational Camps, Sports Camps, Leisure Classes, Therapeutic Recreation Camps, Nicolet Skatepark and Spraypark, Gymnastics Center, Great Mills Swimming Pool, and Summerstock (Ragtime). Applications for summer job opportunities will be available. For further information on the Open House or any of our Recreation and Parks programs, please call 301-475-4200 x1800.

March 27	10:00pm-2:00pm	JobZone Job Fair in King George, VA Citizens Center Building, 8076 Kings Highway, 10 minutes from Naval Surface Warfare Center-Dahlgren. Contact JobZone for more details or to register: 540-775-4199 / 540-226-1473, <a href="mailto:Janet.Giles@JobZone.com">Janet.Giles@JobZone.com</a> or visit <a href="http://www.JobZoneOnline.com">www.JobZoneOnline.com</a> .
March 29 <b>CELEBRATE 375!</b>	10:00am-5:00pm	Join us for Maryland Day at Historic St. Mary's City. Maryland Governor Martin O'Malley is guest of honor and is scheduled to provide keynote remarks. The Ceremony of the Flags features fourth-grade students from Maryland counties presenting their jurisdiction's colors at the site of Maryland's first colony and capital. Free. 800-762-1634, <a href="http://www.stmaryscity.org">www.stmaryscity.org</a> .
March 31	9:00am-2:00pm	St. Mary's County Public Schools in partnership with St. Mary's County Business, Education and Community Alliance and the St. Mary's County Department of Economic and Community Development will sponsor a Community Business Expo for high school students on Tuesday, March 31, from 9:00am-2:00pm. The event will be held at Chopticon High School, 25390 Colton Point Road, Morganza, MD. To participate in the event, email the name of your company and representative to Chris White at <a href="mailto:cmwhite@smcps.org">cmwhite@smcps.org</a> by Friday March 6. For additional information, contact Mrs. White at the Chopticon High School Career Center, 301-475-0215 x124.
March 31-April 2	8:00am-3:30pm	MS Project course at the Lexington Park Training Center. Cost \$425. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or <a href="mailto:koconnor@csm.edu">koconnor@csm.edu</a> to register or for more information.
March 31-April 2	8:00am-4:00pm	GrassRoots Leadership course at the CSM Leonardtown Campus, Bldg C, Room 201. Cost \$945/person. Groups of four or more \$895/person. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or <a href="mailto:koconnor@csm.edu">koconnor@csm.edu</a> ; or Linda Schleip at 301-934-7548 or <a href="mailto:lindas@csm.edu">lindas@csm.edu</a> for more information.
April 2 <b>New</b>	5:00pm-6:00pm	Information Session on GWU M.S. in Engineering Management with an emphasis on Information Security and Software Engineering at SMHEC. Dr. Shahram Sarkani, Dept. Co-Chairman and Director of the program will present. He is also Director of the two Ph.D./D.Sc. programs at SMHEC in Systems Engineering and Engineering Management. Call Dr. Cynthia Shoemaker at 301-737-2500 x204 to RSVP for the Information Session. There will be time for group questions and individual questions at the Information Session.
April 4	9:00am	The St. Mary's County Community Mediation Center presents the 2nd Annual "We're Looking for Trouble" 5K Run/Walk and Kids' Fun Run on the newly opened Three Notch Trail in Mechanicsville. Pre-register by April 1 by visiting <a href="http://www.active.com">www.active.com</a> and enter Leonardtown as the location in the Find Things to Do search.
April 6-10 <b>New</b>	8:00am-4:00pm	Prep for Certified Information Systems Security Professional (CISSP) Exam ITS-7890, Section: 76640, CSM Leonardtown Campus, Bldg C, Room 204, Cost: \$1,163. For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit <a href="http://www.corporatecenter.csm.edu">www.corporatecenter.csm.edu</a> . Please register by March 31, 2009.
April 14-17		Aerospace Executive Service at Latin America Aero and Defence 2009, an aerospace trade mission to this show in Rio de Janeiro, Brazil, will include pre-screened business appointments at the Riocentro trade show location, exhibitor access to the trade show, and a product literature display at the show. Visit the event website at <a href="http://www.buyusa.gov/connecticut/laad2009.html">www.buyusa.gov/connecticut/laad2009.html</a> or contact Melissa Grosso by email at <a href="mailto:Melissa.Grosso@mail.doc.gov">Melissa.Grosso@mail.doc.gov</a> or by phone at 860-638-6955.
April 16		MEDA (Maryland Economic Development Association) Spring Conference at Chesapeake Bay Resort in Calvert County. Check the MEDA website at <a href="http://www.medamd.com">www.medamd.com</a> for details.

April 16 <b>New</b>	8:00am-3:30pm	Visio course at the Lexington Park Training Center, 21795-D1 Shangri-La Drive, Lexington Park, MD, Cost: \$165. Contact Karen O'Connor of The Corporate Center at the College of Southern Maryland at 240-725-5479 or <a href="mailto:koconnor@csmd.edu">koconnor@csmd.edu</a> to register or for more information.
April 20-22		Trade Winds Forum Europe – Warsaw Poland event. Each company participating in the full event will have customized, one-on-one meetings with potential business partners in Poland. For more information or to register your interest, go to <a href="http://www.buyusa.gov/newhampshire/twe.html">www.buyusa.gov/newhampshire/twe.html</a> .
April 20-24 <b>New</b>	8:00am-4:00pm	Security + Exam Preparation ITS-8460, Section: 76641, CSM Leonardtown Campus, Bldg C, Room 214, Cost: \$1,220. For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit <a href="http://www.corporatecenter.csmd.edu">www.corporatecenter.csmd.edu</a> . Please register by April 13, 2009.
April 23 <b>New</b>	8:00am-12:15pm	Customer Service Skills for the Real World BUS-9260, Section: 76634, CSM Leonardtown Campus, Bldg C, Room C201, Cost: \$89. For members of St. Mary's, Calvert or Charles Chambers of Commerce, contact Karen O'Connor at <a href="mailto:koconnor@csmd.edu">koconnor@csmd.edu</a> , or call 240-725-5479 for a Chamber member rate of \$49. For more information or to register, call The Corporate Center at College of Southern Maryland at 301-934-7593 or visit <a href="http://www.corporatecenter.csmd.edu">www.corporatecenter.csmd.edu</a> . Please register by April 14, 2009.
April 30	6:30pm-8:00pm	Home Buyer Seminar (class code 240223d) at the Chancellors Run Senior Lounge. The seminar is free. Questions may be directed to Penny Justin, 1 <sup>st</sup> Metropolitan Mortgage and Charity Lane, O'Brien Realty, at 410-414-9411 or <a href="mailto:penny@pennyjustin.com">penny@pennyjustin.com</a> .
May 4-6		The Navy League's Sea-Air-Space Exposition at the Gaylord National Resort and Convention Center in Prince George's County. Free and open to military personnel (active duty, reserve and retirees), US government employees, members of congress and their staffs, representatives of foreign embassies and Navy League members. For more information, log on to <a href="http://www.navyleague.org">www.navyleague.org</a> .
May 5 <b>New</b>	1:00pm-5:00pm	Soup to Dessert – The Government Contract Accounting Lifecycle – May 5 Join the Maryland Association of CPA's Government Contractors committee and the Defense Contract Audit Agency at the Southern Maryland Higher Education Center in California, MD to discuss the life cycle of a contract including: Marketing - Don Acker, CPA, InfoZen, Inc.; FAR - Anoop Mehta, CPA, CFO, Science Systems and Applications, Inc.; Bid Process – Various; Award, Performance, and Administration - Joe Nuffer, CPA, Controller, Caelum Research Corporation; Cost Accounting Compliance - Jerry Rosenberg, CPA, Partner, Gelman, Rosenberg, & Freedman; Contract Closing - Steve Shamlian, CPA, Manager Government Compliance, General Dynamics Advanced Information Systems; and DCAA topic - Sheila East, Acting Baltimore Branch Manager, DCAA. Moderator will be Cathy Schrader, CPA, MBA, Partner, Murray, Wamsley & Schrader, LLC. Registration Time: 12:45pm. Fee: \$20. CPE: Credit 4 hours. Refreshments will be served. For registration contact the MACPA Member Service Center at 1-800-782-2036. For any other questions contact Ms. Dee Day at 1-800-782-2036 x309 or <a href="mailto:dee@macpa.org">dee@macpa.org</a> .
May 5	3:00pm-7:00pm	JobZone Job Fair Naval Air Station Patuxent River at the J.T. Daugherty Conference Center, Lexington Park, MD, sponsored by The Fleet and Family Support Center. Contact JobZone for more details or to register: 540-775-4199 / 540-226-1473, <a href="mailto:Janet.Giles@JobZone.com">Janet.Giles@JobZone.com</a> or visit <a href="http://www.JobZoneOnline.com">www.JobZoneOnline.com</a> .
May 11-13		2008 IEEE International Conference on Technologies for Homeland Security at the Westin Hotel - Waltham, MA - Greater Boston. For more information, refer to <a href="http://www.ieeehomelandsecurityconference.org">www.ieeehomelandsecurityconference.org</a> or contact Robert Alongi at 781-245-5405 or email <a href="mailto:information@ieeehomelandsecurityconference.org">information@ieeehomelandsecurityconference.org</a> .

May 21	6:30pm-8:30pm	How to Be Green (part 2), Solar Hot Water and Electric for Your Home class arranged in cooperation with the Lower Potomac Tributary Team in St. Mary's and Charles Counties and held at the Meeting Room of the Charlotte Hall Branch Library, 37600 New Market Road, Charlotte Hall, MD. Participants who complete all six classes will be recognized by the Tributary Team and receive a "Green Tool Kit" courtesy of Mirant Power and local vendors of green products. To register, go to <a href="http://www.greenbuildinginstitute.org">www.greenbuildinginstitute.org</a> .
June 17	6:00pm-9:30pm	8 <sup>th</sup> Annual Leading Edge Awards at the Greater Waldorf Jaycees Community Center in Waldorf. For more information, go to <a href="http://www.corporatecenter.csm.edu/LEA/2009.html">www.corporatecenter.csm.edu/LEA/2009.html</a>
July 16	6:30pm-8:30pm	Home Energy Efficiency class arranged in cooperation with the Lower Potomac Tributary Team in St. Mary's and Charles Counties and held at the Meeting Room of the Charlotte Hall Branch Library, 37600 New Market Road, Charlotte Hall, MD. Participants who complete all six classes will be recognized by the Tributary Team and receive a "Green Tool Kit" courtesy of Mirant Power and local vendors of green products. To register, go to <a href="http://www.greenbuildinginstitute.org">www.greenbuildinginstitute.org</a> .
July 20-23		The 2009 National Veterans Conference Expo in Las Vegas, NV, will showcase over 300 Veteran-Owned and Service-Disabled Veteran-Owned Small Businesses, Federal agencies and departments, Prime Contractors, and many others. Large and small businesses interested in being a sponsor, exhibitor and matchmaking participant at the expo should visit <a href="http://expo.nationalveteransconference.com">http://expo.nationalveteransconference.com</a> .
August 10	9:00am-4:00pm	The fifth biennial Unmanned Systems Demonstration at Webster Field at Naval Air Station Patuxent River, St. Inigoes. The event includes a live unmanned systems demonstration showcasing the latest in technically mature unmanned air and ground systems working in concert under a number of operational scenarios, including waterborne hostile identification, maritime interception, perimeter security, urban reconnaissance, and clashes between enemy and friendly forces. The event is sponsored by the Navy's Program Executive Office for Unmanned Aviation and Strike Weapons [PEO(U&W)] in conjunction with the Association for Unmanned Vehicle Systems International (AUVSI). For more information, visit the Unmanned Systems Demo Website at <a href="http://symposium.auvsi.org/show/demo.php">http://symposium.auvsi.org/show/demo.php</a> .
September 17	6:30pm-8:30pm	Composting at Home class arranged in cooperation with the Lower Potomac Tributary Team in St. Mary's and Charles Counties and held at the Meeting Room of the Charlotte Hall Branch Library, 37600 New Market Road, Charlotte Hall, MD. Participants who complete all six classes will be recognized by the Tributary Team and receive a "Green Tool Kit" courtesy of Mirant Power and local vendors of green products. To register, go to <a href="http://www.greenbuildinginstitute.org">www.greenbuildinginstitute.org</a> .
November 19	6:30pm-8:30pm	Principles of "Green" Home Renovations class arranged in cooperation with the Lower Potomac Tributary Team in St. Mary's and Charles Counties and held at the Meeting Room of the Charlotte Hall Branch Library, 37600 New Market Road, Charlotte Hall, MD. Participants who complete all six classes will be recognized by the Tributary Team and receive a "Green Tool Kit" courtesy of Mirant Power and local vendors of green products. To register, go to <a href="http://www.greenbuildinginstitute.org">www.greenbuildinginstitute.org</a> .

## ONLINE RESOURCES:

Visit the St. Mary's County Department of Economic & Community Development website, [www.stmarysmd.com/decd](http://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](http://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 200 local technology firms [www.stmarysmd.com/decd](http://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](http://www.stmarysmd.com/decd) and click on Commercial Buildings & Sites

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## **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](mailto:Hans.Welch@stmarysmd.com), and/or Cynthia DellaGatta, [Cynthia.Dellagatta@stmarysmd.com](mailto:Cynthia.Dellagatta@stmarysmd.com).

To subscribe or unsubscribe to the e-Newsletter, please email Cheri Noffsinger at [Cheri.Noffsinger@stmarysmd.com](mailto:Cheri.Noffsinger@stmarysmd.com).

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

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## **PUBLISHED BY:**

The Business e-Newsletter is an electronic publication of the St. Mary's County Department of Economic & Community Development, and The Board of County Commissioners:

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