

Business e-Newsletter

Your local source for business information, news and events

Friday, March 12, 2010

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BUSINESS NEWS & INFORMATION:

Message from the Director – Local Pride

The recent buy local focus is important to merchants and consumers alike. But a local emphasis goes much farther. Tonight the NCAA Division III Sectional Tournament is being hosted by St. Mary's College of Maryland. The men's team is in the Sweet 16, matching their progress of two years ago. A win tonight would be the farthest they've gone in the school's history. Go Seahawks! Also tonight is the St. Mary's County Business, Education and Community Alliance's (BECA's) 2nd Annual benefit to raise local scholarship funds. The full-house attendance of 280 and overwhelming donation of some 125 auction items, large and small, from County businesses and organizations toward the cause demonstrates how much this community cares about education and our future.

Earlier this week one of our own, Marty Mattingly, a local boy from Compton and now manager of the Aircraft Lighting and Transparency Lab at NAWCAD AIR 4.6 Human Systems Department at NAS Pax River, accepted a national award in California (the state) as the 2010 Aerospace Lighting Institute Recognition Award Winner. It was the first time anyone in the Navy had received this prestigious award. In a few more days another local boy made good, Ed Greer from Hollywood (the town), leaves his Deputy Commander position of NAWCAD to go to the Pentagon to direct research & development policy and programs important to our nation. I believe this is the first Presidential appointment from NAS Patuxent and possibly from St. Mary's County. Congratulations, Marty and Ed. You make us all proud!

Of course I could go on, and plan to in future messages. For now, when you see a sign that says "State Wrestling Champion," raise your fist with pride. Or one that says "Since 1960" or something similar, thank the owner for his or her commitment to the County. Or you meet someone who's mentored an Eagle Scout or coached a youth sports team, or been involved in any number of things, give them a high-five. Too often in this close community you don't have to look far to be able to do this. There's truly no place like home.

It's Another Proud Day in St. Mary's, Bob
Director, Department of Economic & Community Development
Bob.Schaller@stmarysmd.com, 301-475-4200 x1406

Tax News: Business Provisions of the American Recovery and Reinvestment Act of 2009 (ARRA)

The American Recovery and Reinvestment Act of 2009 ([ARRA](#)) provides a number of tax incentives for businesses. Most of the tax incentives for businesses are found in Subtitle C of Division B, Title I of ARRA. In addition, some of the energy incentives, contained in Subtitle B, [and a subsidy for premiums for COBRA health continuation coverage in Title III of Division B,] provide tax relief for businesses. For a summary of tax incentives, [click here](#).

Navy's Office of Small Business Programs Improves Planning

A new Long Range Acquisition Forecast provides an overview of over 1200 procurement requirements throughout NAVAIR. The list includes purchasing plans over the next three years. The list is posted publicly and companies will now have access to NAVAIR's future requirements. Businesses can click on a link to view all requirements and decide which opportunities to pursue. For more information, log on to www.navair.navy.mil/osbp or email: navair.osbp@navy.mil or call the Office of Small Business Programs at 301-757-9083.

Southern Region Small Business Development Center Website Gets a Makeover

Check out the new look of your Southern Region Small Business Development Center's (SBDC) website. It now features a much more user-friendly navigation plus information on starting and growing your business, financing, small business initiatives, workshops and more. Visit www.sbdchelp.com.

Veteran Entrepreneurs Assistance and Services Program

The Virginia SBDC Network received an SBA Veterans Assistance and Services Program grant to develop a website to help veteran entrepreneurs. Although developed by the Virginia SBDC, this program is available to all veterans. It provides assistance in the areas of:

- Making the transition from being in the service to being a small-business owner
- Obtaining financing for their businesses
- Learning how to become a government contractor

- Developing a deployment plan for Reservists and Guards

Launched in November, vetbizresourcecenter.com contains four modules, each covering one of the topics listed above. Each module contains a 5-minute (or so) video and a list of printable PDF resources containing much more information on different aspects of the subject. The Virginia SBDC also created a YouTube video to direct people to the website: <http://www.youtube.com/watch?v=omtXfAwPQT4>.

Sabre Systems, Inc. Opens New Office in Dahlgren, Va.

Sabre Systems, Inc., a professional services company with offices spanning the country, has opened a new office in Dahlgren, Va. The company has opened this new office in support of its Naval Surface Warfare Center (NSWC) Dahlgren Division customers. This new facility will enhance Sabre's presence in the community and enable the company to better support its growing NSWC Dahlgren customer-base.

The office will be occupied by Robert J. Crowder, Jr., who will serve as the Senior Executive Director of Systems Engineering, Sabre Mid-Atlantic Region, Dahlgren Division. Mr. Crowder is responsible for integrating and managing Sabre's operations and engineering support of the Naval Surface Warfare Center, Dahlgren Division. He will further develop and enhance Sabre's strategic and operational initiatives in Dahlgren and effectively leverage our core capabilities and resources across the company to help strengthen and grow our presence and customer-base. Mr. Crowder brings to the company more than 15 years of experience in business development, program and project management, systems and software engineering, and full life-cycle development activities. He holds a Bachelor of Science degree in Computer Engineering from Virginia Polytechnic Institute and State University.

Founded in 1989, Sabre Systems, Inc. is headquartered in Warminster, Pa., and maintains offices in California, Maryland, New Jersey, Indiana and Virginia. Sabre has a cross-section of clients ranging from mid-sized businesses to large federal clients. The company supports Federal Civilian Agencies, the Department of Defense, as well as countless commercial businesses; and leverages its vast program management and technology experience in both niche proprietary and advanced technologies. For more information, visit www.sabresystems.com.

Business Development Opportunity – Vendors Sought for Artsfest 2010 at Annmarie Garden

The annual event will be September 18-19 from 10:00 a.m. to 5:00 p.m. Applications for Artists and Food Vendors are now online at www.annmariegarden.org.

St. Mary's Hospital Recognizes Cover the Uninsured Week

The problem of the uninsured is continuing to grow. The federal government estimates that 45 million individuals lacked health insurance coverage of any kind during 2008. Other research shows that tens of millions more Americans go without health coverage for shorter periods of time.

St. Mary's Hospital offers a Payment Assistance Program for hospital services to those patients who are determined eligible. If you are eligible, you may receive services at no charge or at a discounted rate. We are here to serve your healthcare needs, regardless of your ability to pay.

Cover the Uninsured Week, brought to you by the Robert Wood Johnson Foundation, is March 14-20 and St. Mary's Hospital wants to inform individuals without insurance in St. Mary's County that there are options. Find out more about payment assistance in the hospital's main lobby during our National Diabetes Alert Day activities on March 23 from 10 a.m.-2 p.m. On March 24, our payment assistance counselor will visit the St. Mary's Medical Center at Charlotte Hall from 3-6 p.m. to provide information and applications for assistance. Also, staff will be on board the hospital's Mobile Outreach Center van providing information at the following locations:

- **March 11** – McKay's Foods in Charlotte Hall from 10:00 a.m.-2:00 p.m.
- **March 15** – Lexington Park Library from 1:00 p.m.-5:00 p.m.
- **March 18** – McKay's Foods in Leonardtown from 10:00 a.m.-2:00 p.m.
- **March 25** – McKay's Foods in Great Mills from 10:00 a.m.-2:00 p.m.

Cover the Uninsured Week is the largest mobilization in history to shine a national spotlight on the need to secure health coverage for all Americans. During the week, which is a project of the Robert Wood Johnson Foundation, events will take place in Southern Maryland and nationwide, including press

conferences, health and enrollment fairs, business events, campus outreach and interfaith activities. For more information, please visit www.CoverTheUninsured.org or www.smhwecare.com.

SMCM Student and Professor Receive Rare Research Grant

Dr. John Ramcharitar, assistant professor of biology at St. Mary's College of Maryland (SMCM), was awarded one of only four grants awarded nationally from the Support of Mentors and their Students from Underrepresented Minorities (SOMAS-URM). Grant money will go to researching the impact of several FDA-approved pharmaceuticals that can produce toxic effects (ototoxic) in the inner ears of humans. Ramcharitar and his student assistant, Diana Roman, of Westminster, Maryland, will test the drugs on the zebra fish.

"Diana is a highly productive member of my lab team," said Ramcharitar. "She is currently involved in an ototoxicity study involving goldfish and she has the skill set for successfully completing the SOMAS work. We appreciate this \$9,000 grant and hope that this work will shed light on the phenomenon of ototoxicity."

A recent National Science Board report underscores the need to enhance recruitment and retention of students in the sciences to strengthen the economic and scientific foundation of the United States. SOMAS-URM addresses this need using a two-pronged strategy: junior faculty receive mentoring and instruction in launching research programs that engage student collaborators and college students are introduced to discovery in the neurosciences by conducting original research with their professors.

Science of Flight Program for Kids

Funded by Navmar Applied Sciences, "The Science of Flight" program is a free event scheduled for Spring Break to get kids excited about aviation. Offered on **Monday, March 29** at 1:30 p.m. at the Charlotte Hall Library and on **Tuesday, March 30** at 2:00 p.m. at the Lexington Park and Leonardtown libraries, the event will feature experiments with paper flying machines, whirlycopters, and balloon-powered rockets. Registration required, 301-884-2211 (Charlotte Hall), 301-863-8188 (Lexington Park) or 301-475-2846 (Leonardtown).

Student Art on Display at SMHEC

A student art show is on display at the Southern Maryland Higher Education Center through March 24 in the Atrium. The George Craggs Hopkins Jr. Arts Endowment, Inc. Arts Scholarship was presented to four graduating seniors, one from each high school and the Forrest Center, on March 8. The scholarship is open to any public school senior that will be majoring or minoring in art or art education in college. Each scholarship was for \$5,000. Mr. Hopkins was a resident of Lexington Park and a former teacher at Great Mills High School and set up this endowment to support art in Southern Maryland.

St. Mary's Residents Win 2009 Brendan Sail Training Program Awards

Program participants and volunteers were honored at the recent awards ceremony of the 2009 Brendan Sail Training Program for Youth with Learning Differences, which celebrates the "Faces of Brendan."

Wayne Carter, of Lexington Park, Maryland, won the Jerry and Kathryn Wood Award. This is given to a new student from St. Mary's County who embodies the spirit of Brendan: sail, be safe, and have fun. Carter is a ninth grader at Great Mills High School.

Adam Werblow, director of the waterfront and head varsity sailing coach at SMCM, was honored with the Molly Mahoney Award for the volunteer contributing the most to the St. Mary's Brendan program this year. The Brendan sailing program has been hosted by St. Mary's College for six years.

The Brendan Sail Training Program, now in its 27th year, teaches sailing to young people with learning differences. Brendan instructors conduct eight-day sailing camps in Annapolis and Southern Maryland every summer. Founder James P. Muldoon, of Washington, D.C., and chairman of the St. Mary's College of Maryland (SMCM) Board of Trustees, started the program at the Annapolis Sailing School's facilities.

"Back then, I believed that sailing really could open up a whole new world to our kids," said Muldoon at the ceremony. "I still believe it today. And the Brendan graduates in the room today are proof of that."

The following participants also won awards: Laura Rossi, of Annapolis, Maryland, won the Nogutsnogglory Award for sportsmanship, dedication, and character. This is the third year the eighth grader from Norbel School has participated in the program. Riggs Brusnighan, of Severna Park, Maryland, won the Arthur Birney Award for an advanced sailor displaying commitment to the program

and sport. Sixteen-year-old Brusnighan is a junior instructor for the program and attends Mt. St. Joseph High School.

The following volunteers also received awards: Linda Macpherson, of Bowie, Maryland, received the Daniel Gottlieb Award for the parent most generously going above and beyond to assist the program. Linda Kessler Muldoon, of Washington, D.C., received the Valerie M. Hill Award given to the volunteer contributing most significantly to the overall program.

Historical Society Successful in Nomination of Newtown Manor House as One of 11 Selected Sites for Endangered Maryland 2010

The St. Mary's County Historical Society (Society) is proud to announce that its nomination of the Newtown Manor House (House) for the Endangered Maryland program, a partnership between Preservation Maryland and *Maryland Life* Magazine, was accepted as one of eleven endangered sites in Maryland for their 2010 program. All the sites are featured in the March/April 2010 issue of *Maryland Life*. A selection committee of preservationists from throughout Maryland evaluated the nominations based on a list of seven criteria, including:

- Historic significance of resource,
- Urgency of the threat facing the resource,
- Feasibility of solution and usefulness of the Endangered Maryland listing,
- Level of community support;
- Geographic diversity;
- Diversity of resource type, and
- Diversity of threat.

The House is thought to have been erected in the mid-18th century. The major threat to the structure is its slow deterioration from a lack of continuing maintenance. It is part of the St. Francis Xavier Catholic Church and Newtown Manor House Historic District in Compton. This mission is the oldest Catholic Church in English-speaking America. From this area of Newtown Neck and from other locations in Southern Maryland, English Jesuit priests conducted missionary activities among the Indians and ministered to the needs of the settlers beginning in the 1630s and 1640s. The Society felt that, by bringing attention and focus to this unique resource, progress could be made to preserve this wonderful historic building. The Historic District marks a location and site important in the 17th century ecclesiastical history of Maryland, as an example of a self-contained Jesuit community made self-supporting by a surrounding 700-acre farm. The Jesuit community recently sold that farm to the State of Maryland with the intent of developing a state park. In 1967, the Society of Jesus sold 7.5 acres to the Archdiocese of Washington, which included the old church and the House.

Any questions regarding this release should be directed to Susan Wolfe, Executive Director, St. Mary's County Historical Society, by email at smchs@md.metrocast.net or by phone at 301-475-2467.

Are You Up for the "Take 10" Challenge?

On behalf of the U.S. Census Bureau, we are asking our partners to join us in making history by helping to boost the mail back participation rates across the Nation and in your community during the 2010 Census.

During each Decennial Census, the Census Bureau undertakes the count of every person residing in the United States, as mandated by the U.S. Constitution. To encourage everyone to take 10 minutes to answer the 10 simple questions on the 2010 Census form, we are launching the "Take 10" campaign. Through "Take 10," you can visit <http://2010.census.gov/2010census/take10map/> to get updates on the proportion of households that have mailed back the 2010 Census forms. You also will be able to view differences between your community's participation rates and those of neighboring communities or other areas across the country.

During the 2000 Census, 72 percent of occupied households mailed back their forms. In 2010, we are challenging communities to do even better. Most 2010 Census questionnaires are delivered from March 15-17, 2010. From the time the forms are delivered until the closing of the mail campaign at the end of April, you have the opportunity to remind your co-workers, friends and neighbors of the importance of mailing back their census forms. The stakes are high; an accurate count of the local population helps to ensure that your community receives its fair share of federal funding. This funding includes resources for services, such as health care, education, and roads.

The good news is that the 2010 Census questionnaire is one of the shortest in history-just 10 questions that only take about 10 minutes to complete. We hope we can count on you to encourage participation in the 2010 Census. The 2010 Census: It's in our Hands.

UPCOMING EVENTS:

Small Business Development Workshops

The Small Business Development Center (SBDC) course schedule includes many useful classes such as Building a Successful Business Plan, Financing Your Small Business, QuickBooks and Legal and Records Management and are offered at College of Southern Maryland's locations in La Plata, Lexington Park and Prince Frederick. For a complete listing of courses, descriptions and fees, go to www.sbdchelp.com/BusinessWorkshops. To register, call the SBDC main office at 301-934-7583.

BNI (Business Network International) Meetings

A new BNI chapter is forming in St. Mary's County. If referrals are – or should be – an important part of your business, then BNI is the organization for you. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. What makes BNI unique is that we allow only one person per profession. We provide training tools and skills for effective networking and public speaking in a supportive, positive meeting environment.

Weekly networking meetings are held every Thursday at The Lexington Restaurant from 11:30 a.m.-1:00 p.m. Join us for lunch at one or more of the following upcoming meetings: **March 18, March 25, April 1, and April 8**. For more information, contact Tracey Eno at 443-624-8022, traceyeno@comcast.net, or visit www.bnimaryland.com.

St. Mary's County Small Independent Business Roundtable – March 15

Presented by the St. Mary's County Dept. of Economic & Community Development. **Monday, March 15** from 8:30 a.m.-10:00 a.m. Location: Lenny's Restaurant, 23418 Three Notch Road California, MD (across from Wildewood Shopping Center). Coffee and light refreshments will be served. Agenda Includes "I Buy St. Mary's" Program Brief, Southern Maryland Buy Local Challenge, "Savor St. Mary's" Restaurant Week Initiative, Independent Business Association Formation, Program Updates. Locally owned and/or locally managed independent small businesses in St. Mary's County are encouraged to attend. For more info contact Hans Welch, Manager, Business Development, St. Mary's County Department of Economic & Community Development, at 301-475-4200 x1407 or email hans.welch@stmarysmd.com.

Relay for Life YPI-SMC Team Meeting – March 15

Join the Young Professionals Initiative of St. Mary's County (YPI-SMC) at Damon's in Lexington Park on **Monday, March 15** from 6:00 p.m.-8:00 p.m. to discuss its Relay for Life efforts, the details of the June 12 Relay Event, and its April 23 Team YPI-SMC Spring Fashion Show Fundraiser. Everyone is encouraged to attend and help with details such as T-shirts, gift bags, door prizes, sponsors, models, etc. If you want to join the YPI-SMC Relay for Life Team, go to [YPI-SMC Relay for Life Team](#). Call Courtney Skidmore at 757-275-6985 or email her at courtneynkr0@yahoo.com if you have any questions concerning the event.

HR Professionals Meeting on Health Care Reform – March 17

The Human Resources Association of Southern Maryland (HRASM) will meet on Wednesday, **March 17** from 8:30 a.m.-1:00 p.m. at the Arc of Southern Maryland Community Resource Center, 355 W. Dares Beach Road, Prince Frederick, MD. Jon S. Frank will speak on Health Care Reform. He also will present on the topic Dynamics of Third Party Relationships. HR Professionals with PHR and SPHR certifications will receive 1.5 credit hours towards recertification from HRCI for attending.

The meeting is open to anyone with an interest in Human Resources issues. The cost is \$19 for members and \$24 for nonmembers, which includes both continental breakfast and lunch. To RSVP, email Anne Mary Cullins at acullins@metcom.org by March 12, 2010.

HRASM has more than 125 members from the tri-county area who have a special interest in the human resources field. Its mission is to provide networking, educational, advisory and training opportunities to

HR professionals in Southern Maryland. HRASM is an affiliated chapter of the national Society of Human Resources Professionals (SHRM).

More information about HRASM can be found at <http://hrasmonline.shrm.org>.

St. Mary's County Construction Industry Roundtable - Focusing on Residential and Commercial – March 18

Thursday, March 18, 8:30 a.m.-10:00 a.m., at Southern Maryland Higher Education Center, 44219 Airport Road, California, MD. Agenda includes the following: State of the Construction Industry in St. Mary's County, Planning a Future Pax River Base Tour with Delegate John Bohanan, and Small Business Assistance. For more info contact Hans Welch, Manager, Business Development, St. Mary's County Department of Economic & Community Development at 301-475-4200 x1407 or email hans.welch@stmarysmd.com.

Kohl's Department Store Grand Opening – March 24

The Grand Opening Ceremony of Kohl's Department Stores in Lexington Park, MD is **Wednesday, March 24**. The event starts at 6:30 a.m. and doors open at 7:00a.m. Don't miss out on amazing deals and a chance to support a company bringing jobs and community outreach to our area. www.kohls.com

Celebrate Maryland at Historic St. Mary's City – March 28

Celebrate Maryland where the state began! Historic St. Mary's City, a museum on the site of the Maryland's first capital, will commemorate the 376th anniversary of the founding on **Sunday, March 28**.

Living history sites will be open free from 10:00 a.m. until 5:00 p.m. Begin your visit in Town Center, where visitors are invited to enjoy March winds, wide open spaces, and a very old sport – kite flying. Marco Polo is credited with recording accounts of kite construction and use after his visit to China in 1295, thus introducing his native Italy and eventually all Europe to this invention. Originally used for military purposes and for hoisting fireworks into the sky in Asia, kites took on the more recreational aspect that we know today. An illustration of Holland from 1618 shows children flying the diamond shape kite that is so familiar. Everyone can fly beginning at 10:00 a.m. B.Y.O.K. (Bring Your Own Kite)! Be sure to leave time to tour the Godiah Spray Tobacco Plantation, the Indian Hamlet, the Maryland Dove, and the St. John's Site Museum.

The Maryland Day ceremony will take place at 1:00 p.m. Keynote speaker Dr. Edward C. Papenfuse, Jr., Maryland Archivist and Commissioner of Land Patents, who will address "From Grave to Chapel: Giving Meaning and Life Back to the Dead." The title paraphrases an inscription attributed to the great French Historian Michelet Reddimus Vitam Mortuis, "We give back life to the dead." Supposedly the phrase was once chiseled over the doorway of the National Archives of France, it is also found in the Koran. The program will close with the Ceremony of the Flags, a perennial crowd-pleaser, when children representing each Maryland jurisdiction present their county colors to the crowd.

Following the program, St. Mary's College of Maryland SMCM Orchestra and senior soloists will perform under the direction of Jeffrey Silberschlag, conductor. The concert will take place in St. Mary's Hall at 3:30 p.m.

The celebration of Maryland Day began in 1903, when the State Board of Education decided to dedicate a day to the study of state history. They chose March 25, the day in 1634 when Maryland's first colonists came ashore at St. Clements's Island to give thanks for a safe passage across the Atlantic Ocean. In 1916, the General Assembly made Maryland Day a legal holiday. At HSMC, events take place on the Sunday closest to March 25.

For more information about Maryland Day or the museum, visit www.stmaryscity.org or call 240-895-4990.

Dr. Freeman Hrabowski, III, President, University of Maryland Baltimore County, Time Magazine's "Top 10 College Presidents" Luncheon – March 29

Monday, March 29 at the J. T. Daugherty Conference Center beginning at Noon. Advance registration strongly recommended by going to <http://registration.paxpartnership.org/events/eventviewform.cfm?EventID=51>

NAVSEA Small Business Conference – April 13

Attend the NAVSEA Small Business Conference, sponsored by the Program Executive Offices (PEOs) for Aircraft Carriers, Integrated Warfare Systems (IWS), Littoral and Mine Warfare (LMW), Ships, and Submarines on **Tuesday, April 13**, in Sweet Briar, Virginia. This conference will provide a forum where small business owners can connect with senior Navy and Industry leaders to learn, collaborate, and explore ways in which they can offer their products and services in support of Navy warfare programs.

The conference will bring together Small Businesses, Large Prime and Subcontractors, Government Small Business Offices, Navy Community Representatives, and the Warfare Centers for an exchange of information and ideas aimed at increasing the participation of Small Businesses in Navy initiatives. Additionally, this conference will facilitate relationships with colleges and universities to attract an increasingly efficient, effective, and diverse workforce for the Navy community.

Participation in the conference will provide Small Businesses the opportunity to:

- Partake in informational sessions to learn, collaborate, and explore ways in which Small Business owners may offer their products and services to the U.S. Navy.
- Facilitate networking opportunities to establish relationships with Prime Contractors and other Small Businesses.
- Schedule one-on-one appointments to meet directly with Government Small Business Advocates and Prime Contractors to learn about ongoing and upcoming opportunities.
- Learn about the successes of other Small Businesses supporting the Navy community.

For more information and to register for this event please visit www.wosbconference.com or contact the Small Business Conference Planning Team at 703-941-0600, or by email at wosbconference@bcinow.com.

3rd Annual Towson University Showcase Partnerships 2.0 – April 14

On **Wednesday, April 14**, from Noon-2:00 p.m. Towson University holds its third annual Showcase of university research projects and business services, Partnerships 2.0. The showcase will feature over 15 exhibitors that are interested in partnering with you to provide solutions for your department, agency, or business. This year, there will be relevant speakers to provide additional interesting content.

- Dr. Martha Connolly, Director, Maryland Industrial Partnerships, and Jim Poulos, Vice President, Technology Transfer and Commercialization, Maryland Technology Development Corporation (TEDCO), will highlight programs and funding available for University-Industry collaborations
- Dr. Val Emery, Army Research Laboratory, will discuss federal funding opportunities for innovation and collaboration associated with BRAC

Location: Minnegan Room at Johnny Unitas Stadium, Towson University. The event includes free lunch and free parking. Register for this free event at www.towson.edu/showcase.

JobZone NAS Patuxent River Job Fair – April 27

Sponsored by The Fleet and Family Support Center. **Tuesday, April 27** from 3:00 p.m.-7:00 p.m. 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.



EVENTS AT A GLANCE:

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

Date	Time	Event Name
<p style="text-align: right;">New</p>		<p>Small Business Development Workshops – The Small Business Development Center (SBDC) course schedule includes many useful classes such as Building a Successful Business Plan, Financing Your Small Business, QuickBooks and Legal and Records Management and are offered at College of Southern Maryland's locations in La Plata, Lexington Park and Prince Frederick. For a complete listing of courses, descriptions and fees, go to www.sbdchelp.com/BusinessWorkshops. To register, call the SBDC main office at 301-934-7583.</p>
<p>March 15</p> <p style="text-align: right;">New</p>	<p>8:30 a.m.- 10:00 a.m.</p>	<p>St. Mary's County Small Independent Business Roundtable – Presented by the St. Mary's County Dept. of Economic & Community Development. Location: Lenny's Restaurant, 23418 Three Notch Road California, MD (across from Wildewood Shopping Center). Coffee and light refreshments will be served. Agenda Includes "I Buy St. Mary's" Program Brief, Southern Maryland Buy Local Challenge, "Savor St. Mary's" Restaurant Week Initiative, Independent Business Association Formation, Program Updates. Locally owned and/or locally managed independent small businesses in St. Mary's County are encouraged to attend. For more info contact Hans Welch, Manager, Business Development, St. Mary's County Department of Economic & Community Development, at 301-475-4200 x1407 or email hans.welch@stmarysmd.com.</p>
<p>March 15</p>	<p>8:30 a.m.- 11:00 a.m.</p>	<p>Join the Maryland Washington Minority Contractors Association (MWMCA) for its 2nd Gaming Workshop for Minority Businesses at the BWI Hilton, 1739 West Nursery Road, Linthicum, MD. Featuring leading experts from Casino and Gaming Companies, Maryland State Lottery Agency, Governor's Office of Minority Affairs (GOMA), Power Plant Live Entertainment, and Maryland Department of Transportation (MDOT). Cost: \$50 per person or \$100 per company (includes three spaces). Register by emailing wrf@mwmca.org or contact MWMCA at 410-282-6101. Register by Friday, February 26, 2010 and save \$10 off Registration.</p>
<p>March 15</p> <p style="text-align: right;">New</p>	<p>6:00 p.m.- 8:00 p.m.</p>	<p><u>Relay for Life YPI-SMC Team Meeting</u> – Join the Young Professionals Initiative of St. Mary's County (YPI-SMC) at Damon's in Lexington Park on to discuss its Relay for Life efforts, the details of the June 12 Relay Event, and its April 23 Team YPI-SMC Spring Fashion Show Fundraiser. Everyone is encouraged to attend and help with details such as T-shirts, gift bags, door prizes, sponsors, models, etc. If you want to join the YPI-SMC Relay for Life Team, go to YPI-SMC Relay for Life Team. Call Courtney Skidmore at 757-275-6985 or email her at courtneynkr0@yahoo.com if you have any questions concerning the event.</p>
<p>March 16</p>	<p>5:00 p.m.- 7:00 p.m.</p>	<p>The Maryland Economic Development Association (MEDA) Young Leader (MYL) group Event at Zen West, 5916 York Rd., Baltimore, MD. Come make new friends and advance your career! To RSVP or to learn more about MEDA Young Leaders, email info@medamd.com. If you want to be involved in future planning efforts for MYL contact Pam Ruff at 410-575-6027 or use the aforementioned email address.</p>
<p>March 17</p> <p style="text-align: right;">New</p>	<p>8:30 a.m.- 1:00 p.m.</p>	<p>The Human Resources Association of Southern Maryland (HRASM) will meet at the Arc of Southern Maryland Community Resource Center, 355 W. Dares Beach Road, Prince Frederick, MD. Jon S. Frank will speak on Health Care Reform. He also will present on the topic Dynamics of Third Party Relationships. HR Professionals with PHR and SPHR certifications will receive 1.5 credit hours towards recertification from HRCI for attending. The meeting is open to anyone with an interest in Human Resources issues. The cost is \$19 for members and \$24 for nonmembers, which includes both continental breakfast and lunch. To RSVP, email Anne Mary Cullins at acullins@metcom.org by March 12, 2010.</p>

March 17	5:30 p.m.- 8:00 p.m.	The Young Professionals Initiative for St. Mary's County (YPI-SMC) is hosting a St. Patrick's Day After Work Party at the JT Daugherty Conference Center. Everyone is Irish on St. Patty's Day! Come young, old, and green to celebrate your newly found Irish roots with green beer, good food, and all the luck that \$17 dollars can buy! Please RSVP no later than March 12 to Andrea Somers at 301-481-3007 or andrea@jtdevents.com or Kelly Williams at memberchair@ypi-smc.org . Sponsored by JT Daugherty Conference Center.
March 18 New	8:30 a.m.- 10:00 a.m.	St. Mary's County Construction Industry Roundtable - Focusing on Residential and Commercial at Southern Maryland Higher Education Center, 44219 Airport Road, California, MD. Agenda includes the following: State of the Construction Industry in St. Mary's County, Planning a Future Pax River Base Tour with Delegate John Bohanan, and Small Business Assistance. For more info contact Hans Welch, Manager, Business Development, St. Mary's County Department of Economic & Community Development at 301-475-4200 x1407 or email hans.welch@stmarysmd.com .
March 18 New	11:30 a.m.- 1:00 p.m.	BNI (Business Network International) Meetings – a new BNI chapter is forming in St. Mary's County. If referrals are – or should be – an important part of your business, then BNI is the organization for you. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. What makes BNI unique is that we allow only one person per profession. We provide training tools and skills for effective networking and public speaking in a supportive, positive meeting environment. Weekly networking meetings are held every Thursday at The Lexington Restaurant. For more information, contact Tracey Eno at 443-624-8022, traceyeno@comcast.net , or visit www.bnimaryland.com .
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 24 New	6:30 a.m.	Kohl's Department Store Grand Opening in Lexington Park, MD. The event starts at 6:30 a.m. and doors open at 7:00a.m. Don't miss out on amazing deals and a chance to support a company bringing jobs and community outreach to our area. www.kohls.com
March 24	5:30 p.m.	Chamber Business After Hours – Join the St. Mary's Chamber of Commerce and the St. Mary's County Department on Aging as they bring a little March Madness to the Northern Senior Center in Charlotte Hall. Enjoy this College basketball themed networking event which will showcase the many programs and facilities St. Mary's County has provided for our Seasoned Citizens. Wear your favorite college team colors or jersey and don't forget your business cards as we head off to another Business After Hours. Please register prior to March 19 by calling 301-737-3001, emailing info@smcchamber.com or visiting www.smcchamber.com .
March 25		Maryland Day at St. Clement's Island Museum – Celebrate Maryland's birthday! As the site of the first colonial landing in 1634, the St. Clement's Island Museum will host an event that will include remarks by the St. Mary's County Commissioners, a keynote address by Dr. Edward Papenfuse, Maryland State Archivist, and a wreath laying ceremony. For more information, contact the St. Clement's Island Museum at 301-769-2222 or visit www.stmarysmd.com/recreate/museums .

March 25	8:30 a.m.- 2:00 p.m.	Community Business Expo 2009 at Chopticon High School, 25390 Colton Point Road, Morganza, MD. Sponsored by St. Mary's County Public Schools in partnership with St. Mary's County Business, Education, and Community Alliance and the St. Mary's County Dept. of Economic and Community Development. Join other community businesses to provide an opportunity for more than 500 juniors and seniors from all county high schools to gather information about future training and employment opportunities. To register for this event or for more information, please contact Chris White at 301-475-0215 x124 or email cmwhite@smcps.org .
March 25 New	11:30 a.m.- 1:00 p.m.	BNI (Business Network International) Meetings – a new BNI chapter is forming in St. Mary's County. If referrals are – or should be – an important part of your business, then BNI is the organization for you. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. What makes BNI unique is that we allow only one person per profession. We provide training tools and skills for effective networking and public speaking in a supportive, positive meeting environment. Weekly networking meetings are held every Thursday at The Lexington Restaurant. For more information, contact Tracey Eno at 443-624-8022, traceyeno@comcast.net , or visit www.bnimaryland.com .
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.
March 25	5:00 p.m.- 7:00 p.m.	College of Southern Maryland (CSM) Spring Open House at the Leonardtown Campus, A Building, Auditorium. Attend and enter our drawing for a scholarship for the Fall 2010 Semester. One scholarship will be awarded per evening! We'll also be offering sessions for adults re-entering or thinking about starting college for the first time. We know this is a big decision and you may have a lot of questions, we're here to help you! Whether your goals include transferring to a university or pursuing a specific career, we offer you the education and support you need to realize your potential. For more information, visit www.discover.csmd.edu .
May 25-26		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 .
March 26	6:00 p.m.- 8:00 p.m.	Women's Business Roundtable at the St. Mary's Chamber of Commerce 44200 Airport Road, California, MD. Sponsored by the Southern Region Small Business Development Center (SBDC). The Women's Business Roundtable is an open forum where professional women network and learn from each other. Everyone in attendance has an opportunity to speak on the following theme: Ten Attainable Guidelines to Goal Setting. Catering compliments of Chesapeake Cuisine and Kathleen Manley of Asset Funding Solutions, Inc. Cost: \$15 per person. Registration and payment will reserve your attendance. Please download registration form at www.sbdchelp.com/hottopics.html . Any questions, please contact Ashleigh Wilkinson at 301-934-7583 or Awilkinson1@csmd.edu .
March 26-27		Bottling Days at the Port of Leonardtown Winery – The Port of Leonardtown Winery will be bottling its first wines. Come by and see the bottling in action, plus get a sneak preview of their 2009 wines! Wines won't be available for tasting though until later this spring. For more information, contact the Port of Leonardtown Winery at 301-690-2192 or visit www.portofleonardtown.com . Be sure to check out the winery's blog at http://portofleonardtownwinery.blogspot.com/ .

March 27	6:00 p.m.	The St. Mary's Ryken Spring Gala "All Aboard the Orient Express" at the Hollywood Volunteer Fire Department Social Hall on Route 235. The event is black-tie optional and features dancing to the music of Amaretto, dinner and live and silent auctions. Tickets are \$125 per person. For reservations, contact the SMR Advancement Office at 301-373-4182 or advancement@smrhs.org .
March 28 New	10:00 a.m.- 5:00 p.m.	Celebrate Maryland where the state began! Historic St. Mary's City, a museum on the site of the Maryland's first capital, will commemorate the 376th anniversary of the founding with living history sites that will be open for free. For more information about Maryland Day or the museum, visit www.stmaryscity.org or call 240-895-4990.
March 29 New	Noon	Dr. Freeman Hrabowski, III, President, University of Maryland Baltimore County, Time Magazine's "Top 10 College Presidents" Luncheon at the J. T. Daugherty Conference Center. Advance registration strongly recommended by going to http://registration.paxpartnership.org/events/eventviewform.cfm?EventID=51
March 31	8:00 a.m.- 12:00 p.m.	Selling to Fort Detrick – The Tech Council of Maryland is returning to Fort Detrick for the first time in five years with its federal marketplace business development program, Selling to Fort Detrick. The morning event is scheduled for Wednesday, March 31 from 8:00 a.m.-12:00 p.m. at Mount St. Mary's Frederick Campus. Register at www.techcouncilmd.com .
March 31-April 1		The Patuxent Partnership with Aviation and Missile Research, Development and Engineering Center and U.S. European Command is pleased to announce the Hybrid-Aircraft for Heavy Lift Conference at the Southern Maryland Higher Education Center, California, MD. Agenda, accommodation information, along with attendee and exhibitor information is coming soon. To watch for latest Conference announcements, or to register to receive latest email announcements, go to http://registration.paxpartnership.org/events/eventviewform.cfm?EventID=47 .
April 1 New	11:30 a.m.- 1:00 p.m.	BNI (Business Network International) Meetings – a new BNI chapter is forming in St. Mary's County. If referrals are – or should be – an important part of your business, then BNI is the organization for you. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. What makes BNI unique is that we allow only one person per profession. We provide training tools and skills for effective networking and public speaking in a supportive, positive meeting environment. Weekly networking meetings are held every Thursday at The Lexington Restaurant. For more information, contact Tracey Eno at 443-624-8022, traceyeno@comcast.net , or visit www.bnimaryland.com .
April 8	10:00 a.m.- 2:00 p.m.	CSM Tri-County Job and Career Fair at the College of Southern Maryland (CSM) La Plata Campus, Physical Education Center (PE Building). Employers are invited to participate in recruiting students and community residents for current and future job openings and internships. \$225 for registration received by March 5; \$275 thereafter. Fee includes an 8-foot draped booth, 6-foot draped table, chairs and sign. For more information, contact Tracy Sewell at 301-934-7574 or at tracys@csmd.edu or visit http://www.csmd.edu/CareerServices/Employers/fair.html .
April 8 New	11:30 a.m.- 1:00 p.m.	BNI (Business Network International) Meetings – a new BNI chapter is forming in St. Mary's County. If referrals are – or should be – an important part of your business, then BNI is the organization for you. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. What makes BNI unique is that we allow only one person per profession. We provide training tools and skills for effective networking and public speaking in a supportive, positive meeting environment. Weekly networking meetings are held every Thursday at The Lexington Restaurant. For more information, contact Tracey Eno at 443-624-8022, traceyeno@comcast.net , or visit www.bnimaryland.com .

April 12	8:30 a.m.- 10:00 a.m.	Save the Date! St. Mary's County Small Independent Business Roundtable presented by the St. Mary's County Dept. of Economic & Community Development. Location: Lenny's Restaurant, 23418 Three Notch Road California, MD (across from Wildewood Shopping Center). Coffee and light refreshments will be served. Stay tuned for agenda. For more info contact Hans Welch, Manager, Business Development, St. Mary's County Department of Economic & Community Development, at 301-475-4200 x1407 or email hans.welch@stmarysmd.com .
April 13 New		NAVSEA Small Business Conference sponsored by the Program Executive Offices (PEOs) for Aircraft Carriers, Integrated Warfare Systems (IWS), Littoral and Mine Warfare (LMW), Ships, and Submarines in Sweet Briar, VA. This conference will provide a forum where small business owners can connect with senior Navy and Industry leaders to learn, collaborate, and explore ways in which they can offer their products and services in support of Navy warfare programs. For more information and to register for this event please visit www.wosbconference.com or contact the Small Business Conference Planning Team at 703-941-0600, or by email at wosbconference@bcinow.com .
April 13-15		Introduction to CMMI for Development courses offered at Sabre Systems, Inc., 46655 Expedition Drive, Suite 301, Lexington Park, MD. Cost: \$1,500 (includes continental breakfast and lunch). Course materials include textbook, <i>CMMI, Second Edition, Guidelines for Process Integration and Product Improvement</i> and an official SEI certificate will be issued upon successful completion of course. Register at least 2 weeks prior to class by visiting http://cmmitraining@sabresystems.com . Limited Space - Register Early. For more information, contact cmmitraining@sabresystems.com or call Marguerite Bean toll free at 877-729-7227.
April 14 New	12:00p.m.- 2:00 p.m.	3rd Annual Towson University Showcase Partnerships 2.0. The showcase will feature over 15 exhibitors that are interested in partnering with you to provide solutions for your department, agency, or business. This year, there will be relevant speakers to provide additional interesting content. Location: Minnegan Room at Johnny Unitas Stadium, Towson University. The event includes free lunch and free parking. Register for this free event at www.towson.edu/showcase .
April 15	8:30 a.m.- 2:00 p.m.	Maryland Economic Development Association (MEDA) Spring 2010 Meeting on International Economic Development at The Inn & Conference Center at UMUC, 3501 University Blvd E, Hyattsville, MD to explore International Trade and Foreign Direct Investment and help Maryland shine on the world stage. Speakers will take a close look at globalization and its impact on Maryland's economy. Foreign industry experts will share winning strategies to attract international investment. Don't miss this Globalization 101 look into International Economic Development. For more information or to register, go to www.medamd.com .
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 New	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		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 .
May 18-20		Introduction to CMMI for Development courses offered at Sabre Systems, Inc., 46655 Expedition Drive, Suite 301, Lexington Park, MD. Cost: \$1,500 (includes continental breakfast and lunch). Course materials include textbook, <i>CMMI, Second Edition, Guidelines for Process Integration and Product Improvement</i> and an official SEI certificate will be issued upon successful completion of course. Register at least 2 weeks prior to class by visiting http://cmmi.sabresystems.com . Limited Space - Register Early. For more information, contact cmmitraining@sabresystems.com or call Marguerite Bean toll free at 877-729-7227.
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 .
September 14-16		Introduction to CMMI for Development courses offered at Sabre Systems, Inc., 46655 Expedition Drive, Suite 301, Lexington Park, MD. Cost: \$1,500 (includes continental breakfast and lunch). Course materials include textbook, <i>CMMI, Second Edition, Guidelines for Process Integration and Product Improvement</i> and an official SEI certificate will be issued upon successful completion of course. Register at least 2 weeks prior to class by visiting http://cmmi.sabresystems.com . Limited Space - Register Early. For more information, contact cmmitraining@sabresystems.com or call Marguerite Bean toll free at 877-729-7227.

November 2-4		Introduction to CMMI for Development courses offered at Sabre Systems, Inc., 46655 Expedition Drive, Suite 301, Lexington Park, MD. Cost: \$1,500 (includes continental breakfast and lunch). Course materials include textbook, <i>CMMI, Second Edition, Guidelines for Process Integration and Product Improvement</i> and an official SEI certificate will be issued upon successful completion of course. Register at least 2 weeks prior to class by visiting http://cmmi.sabresystems.com . Limited Space - Register Early. For more information, contact cmmitraining@sabresystems.com or call Marguerite Bean toll free at 877-729-7227.
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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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Francis Jack Russell, President
 Kenneth R. Dement, District 1
 Thomas A. Mattingly, Sr., District 2
 Lawrence D. Jarboe, District 3
 Daniel H. Raley, District 4

John Savich, County Administrator

Bob Schaller, Ph.D., Director, Department of Economic & Community Development

St. Mary's County, Department of Economic
& Community Development
P.O. Box 653
23115 Leonard Hall Drive
Leonardtown, Maryland 20650
301-475-4200 ext 1400
www.stmarysmd.com/decd