News & Information

- Business Incentives Survey
- Dr. Roxanne Richards Now Accepting Patients at New Location
- Health Dept. seeks Primary Care Providers for Million Hearts Collaborative
- Business Plan Insights from SCORE Mentors

Upcoming Events

- Veterans Day Parade in Leonardtown - November 11
- Riding My Way Back Screening - November 11, 13, and 18
- NCMA Presents: Cost Realism - November 18
- Patuxent River Job Fair - November 18
- Business After Hours - November 19
- MQ-4C Triton: Naval Aviation's Unmanned Maritime Solution Panel &
Reception - December 4
• Family Plantation Christmas at Sotterley Plantation - December 13

News and Information

**Business Incentives Survey**
The St. Mary's County Department of Economic Development (SMCDED) is exploring the use of incentives to support business growth and attraction to gain a better understanding of the role of incentives in a company's decision to stay or leave an area. To gather thoughts and opinions about economic incentives, a brief, 9-question survey has been sent to companies listed in the current Technology Handbook for St. Mary's County. This survey will take approximately five minutes to complete and was sent to companies via email yesterday (Thursday, November 6.) Please fill out this survey by next Friday, November 14. For more information about this initiative, feel free to contact Laura Boonchaisri, Coordinator, Business Development Division, SMCDED at 301-475-4200, ext. 1408 or laura.boonchaisri@stmarysmd.com.

**Dr. Roxanne Richards Now Accepting Patients at New Location**
Family medicine physician Roxanne Richards, MD, is now accepting patients in her new location at MedStar St. Mary’s Hospital Primary Care, 20945 Great Mills Road, Suite 203, in Lexington Park.

Dr. Richards offers medical care and consults to serve the primary care needs of all ages, including newborn babies. In her new location, she provides services to all patients in addition to accepting referrals through Access Health.

Experienced in treating patients with need for chronic disease management, Dr. Richards also cares for patients who require acute care. She offers routine
vaccinations and annual exams, including sports physicals and well woman visits, in addition to joint injections, skin biopsies and various other diagnostics.

Board certified in family medicine, Dr. Richards earned her medical degree from The Ohio State University College of Medicine. She completed a residency in family medicine at the University of Virginia. She has been treating patients in St. Mary’s County since 2012.

To schedule an appointment with Dr. Richards at MedStar St. Mary’s Hospital Primary Care, call 240-237-8557. Office hours are 9:00 a.m. to 5:00 p.m. Monday through Friday.

Health Dept. seeks Primary Care Providers for Million Hearts Collaborative

The St. Mary’s County Health Department is seeking local primary care practices to implement clinical quality improvement, including team-based care strategies for adult blood pressure management. Six primary care practice sites in St. Mary’s County who participate in the St. Mary’s County Million Hearts Collaborative and implement clinical quality improvement measures promoting cardiovascular health for their adult patients will be awarded $6,000 each. Funding has been made available for this initiative through the Maryland Department of Health and Mental Hygiene (DHMH). Selected provider practices will utilize team-based care strategies for blood pressure control and community-based resources to assist in optimizing patients’ health. The project additionally promotes identification and management of pre-diabetes and diabetes.

To be considered, interested primary care practices need to respond to the announcement posted on the St. Mary's County Health Department website at www.smchd.org/rfp by the November 21 deadline.

Business Plan Insights from SCORE Mentors

Article from www.sba.gov/blogs/business-plan-insights-score-mentors

By Bridget W. Pollack
The small business topic that aspiring or current entrepreneurs most often approach SCORE about is writing a business plan. From laying the groundwork for a successful new startup to seeking justification for funding growth, the reasons for writing a business plan abound but the value of doing so is always far more than meets the eye. Today we highlight the insights of three of our SCORE mentors who each have in-depth knowledge of and extensive experience working with entrepreneurs to develop business plans.

**Make it Easy**
Many small businesses fail to ever complete their business plan due to over-complicated approaches that entail too much theory, writing and detail. Avoid those convoluted routes and instead take the more straightforward, simplified approach offered by SCORE mentor David Albright in his recent webinar, “How to Develop a Business Plan in Six Easy Steps.” David offers an in-depth look at the “Business Plan Express” method of planning including:

- How to research the market - your industry, customers and competitors
- How to analyze your own business
- How to define/refine your business niche
- How to set business objectives
- How to create a simple action plan to achieve your objectives
- How to set up monthly tools to monitor your progress against your goals

Make sure to take advantage of the free accompanying worksheets that make the process even simpler.

**Be Strategic**
Based on his experience of mentoring more than 1,000 small business clients, our very own SCORE mentor Hal Shelton recently authored “The Secrets to Writing a Successful Business Plan: A Pro Shares a Step-by-Step Guide to Creating a Plan that Gets Results.” Get a sneak peek into Hal’s broad knowledge on the topic by listening in to the SCORE Small Business Success Podcast: Business Planning Strategies for Entrepreneurs.

Hal says, “Wherever you are in your journey, you have a need to develop the knowledge and plans to guide you to a successful business operation. While this
learning and planning process takes many forms, shapes, and levels of intensity, it is all considered part of the business planning process. Learn how a well thought out business plan can dramatically turn the odds in your favor.”

Master Your Plan
Finally, we posed the tough questions you’ve always been wondering about business planning to SCORE mentor Mark Lowenstein. In response to “Why is the process of developing a business plan as valuable as the plan itself?” Mark said, “People tend to gravitate to the areas of running a business that they like, and give less attention to more difficult or less enjoyable aspects. Unless you have the discipline to fully research and prepare a business plan, you tend not to deal with the details necessary to meet goals, or measure your progress toward meeting them.” Mark also addressed the questions “What are the risks of attempting to build a small business without a business plan?” and “How often should the business plan be reviewed/updated, and what sections should undergo the most scrutiny?” Get the full scoop on these and many more critical business planning questions in ExpertAnswers: Master Your Business Plan.

Business planning is obviously critical but it doesn’t have to be difficult. Let a SCORE mentor help you set your business on a path to success today: www.score.org/mentors.

Upcoming Events

Veterans Day Parade in Leonardtown - November 11
The Commissioners of St. Mary’s County and the Commissioners of Leonardtown invite the public to come out and salute America’s Veterans at the Annual Veterans Day Parade in Leonardtown, on Tuesday, November 11! The parade steps off at 10:00 a.m. on Fenwick Street and will feature Veterans, dignitaries, elected officials, local high school marching bands, military units, color guards, classic and antique cars, boy and girl scouts, cheerleaders, motorcycles, horses, as well as fire, police and emergency personnel and equipment.
Immediately following the parade, spectators are encouraged to remain in the Town Square for a Veterans Memorial Ceremony to include patriotic music, laying of wreaths, and words of remembrance. Come to the Square early to see a restored MiG-21 cockpit on display, and talk to representatives from Semper Fi, Vacations for Vets, National Alliance on Mental Illness (NAMI), Disabled American Veterans (DAV), The Marine Corps League and Young Marines, The Patuxent River Naval Air Museum, and CSM’s Heroes Campaign. All of these organizations will be set up in the Square to provide information on programs for veterans and active-duty military, including ways that the general public can help our local military families.

In the event of inclement weather, the Veterans Day Parade will be cancelled, and the Memorial Ceremony will be moved inside to the Leonard Hall Recreation Center Gymnasium, on Route 245 adjacent to the St. Mary’s County Governmental Center Complex (23145 Leonard Hall Drive) at 11:00 a.m. Those wishing to lay wreaths at the monuments may choose to do so.

Parade participants are asked to be in place in the lineup at St. Mary’s Ryken High School no later than 9:30 a.m. Please plan accordingly. Parade vehicles, including buses, floats, emergency vehicles, cars, trucks and motorcycles, should report directly to the staging area at St. Mary’s Ryken High School between 7:00 and 8:00 a.m. All parade vehicles should be parked by 8:00 a.m. Marching groups and other parade participants should park at Leonardtown Middle School and take the shuttle to St. Mary’s Ryken High School between 8:00 and 9:30 a.m. Parents are asked to not drop their children off at Ryken High School, along the side of the road or at the intersection. All persons participating in the parade and who are not riding in a vehicle, should ride the shuttle bus from Leonardtown Middle School.

Spectators are encouraged to park at the St. Mary’s County Fairgrounds and ride one of the complimentary, round-trip, shuttles into Town. Parking is also available at the St. Mary’s County Governmental Center. Spectators should park in the areas near the Carter State Office Building, 23115 Leonard Hall Drive, Leonardtown. Walk into Town or board the shuttle at the shuttle stop near the flagpoles between the Carter Office Building and the Potomac Building. Handicap-accessible shuttles will be available at both locations. Washington Street and Fenwick Street leading into downtown Leonardtown will be closed to traffic from
8:00 a.m. until 12:00 p.m. Downtown parking and through traffic will be limited to areas accessible from Lawrence Avenue. Officers from the St. Mary’s County Sheriff’s Office will provide traffic control, and Parade Volunteers will assist with parking and street detours.

Spectators are asked to not park in the Courthouse Parking lot or surrounding side streets. These areas are reserved for school buses and shuttles and must remain clear to reduce congestion at the end of the parade. The College of Southern Maryland Leonardtown Campus will be open for classes on Veterans Day. Therefore, spectators are asked to leave the parking lot open for CSM students.

Spectators requiring handicapped parking may take Washington Street and upon showing proof of a handicapped sticker or need, will be allowed to park in the designated lot behind the Church of the Nazarene. The annual Veterans Day Parade is sponsored by the Commissioners of Leonardtown and the Commissioners of St. Mary’s County. For more information call 301-475-9791 or 301-475-4200 ext. 1342.

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**Riding My Way Back Screening - November 11, 13, and 18**

The Greenwell Foundation and the CSM Veterans Organization will hold three screenings of the award-winning film "RIDING MY WAY BACK" - a story of a veteran, a horse, and hope. The new award-winning, short documentary about the powerful healing of therapeutic riding for a veteran with Post Traumatic Stress Disorder and Traumatic Brain Injury will be shown three times:

- CSM La Plata campus on **Tuesday, November 11** at 10:30 a.m. in the BI Building (8730 Mitchell Road, La Plata)
- CSM Leonardtown campus on **Thursday, November 13** at 6:00 p.m.
- CSM Prince Frederick campus on **Tuesday, November 18** at 6:00 p.m. (115 J.W. Williams Road Prince Frederick).

All screenings are free to the public. For more information on RIDING MY WAY BACK please visit [www.ridingmywayback.com](http://www.ridingmywayback.com).
NCMA Presents: Cost Realism - November 18

The National Contract Management Association (NCMA), Chesapeake Bay Chapter presents Cost Realism: The Trouble with Low Cost and Inconsistencies, presented by Mr. R. DeWitt Smith on Tuesday, November 18 from 11:30 a.m. to 1:00 p.m. at the River's Edge (46870 Tate Road, Patuxent River.)

Participants will learn:

- How cost and price analysis is used to determine realistic prices and costs in Government Contracting
- How Contractor and Government professionals can prepare and support cost and price proposal decisions
- How Contractor and Government professionals manage challenges in cost and price analysis

Registration is available online at www.eventbrite.com/e/cost-realism-the-trouble-with-low-cost-and-inconsistencies-with-mr-r-dewitt-smith-tickets-13214654387

Do you have a specific question you would like Mr. Smith to address? If so, please email ncmachesapeakebay@gmail.com with the subject 'Question(s) for Mr. Smith', and your questions will be forwarded to him before the seminar.

The cost is $27.50 for NCMA members, $33.50 for non-members and $40 at the door. A buffet style lunch is included.

Patuxent River Job Fair - November 18

A job fair will be held on Tuesday, November 18 at the Bay District Volunteer Fire Department Social Hall (46900 S. Shangri-La Drive, Lexington Park.) These events are held four times per year (January, April, August, and November) and marketed heavily to the Patuxent River community and supported by the Fleet and Family Support Center. All transitioning military and family members are encouraged to participate. These events bring consistently 35+ companies and 600 up to 1000 attendees.
For more information for attendees or prospective companies, please contact Janet Giles at 434-263-5102 or 540-226-1473, or email Janet.Giles@JobZoneOnline.com.

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**Business After Hours - November 19**

The College of Southern Maryland (CSM), Leonardtown Campus will host Business After Hours on **Wednesday, November 19** from 5:30 p.m. to 7:00 p.m. in Building A, Auditorium at the Leonardtown Campus (22950 Hollywood Road, Leonardtown). The event will highlight the new Mechatronics Technology Robotics Certificate offered through CSM which provides an education in the concepts and applications of robotics technology. In honor of the new certificate, there will be a robotics demonstration in the Wellness and Aquatics Center.

Please RSVP to the Chamber office by November 14 at 301-737-3001 or info@smcchamber.com.

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**MQ-4C Triton: Naval Aviation's Unmanned Maritime Solution Panel & Reception - December 4**

The Patuxent Partnership and The Association of Naval Aviation’s Squadron #18 invite members, the business community, base personnel and the public to a "MQ-4C Triton: Naval Aviation's Unmanned Maritime Solution" panel and reception on **Thursday, December 4** from 5:00 p.m. to 7:00 p.m. at the Patuxent River Naval Air Museum (PRNAM), 22156 Three Notch Road, Lexington Park.

Panelists include CAPT Robert D. Boyer, Director, Battlespace Awareness Division, Office of Chief of Naval Operations (OPNAV N2/N6F2) and CAPT James B. Hoke, Program Manager, PMA-262.

Dress is Business Casual/Military uniform of the day. The cost is $10 per person, and must be received by 12:00 p.m. on Tuesday, December 2 by credit card (VI/MC) on this site or by cash or check delivered or mailed to The Patuxent Partnership, 22335 Exploration Drive, Suite 1035, Lexington Park, MD.
20653. Online advance registrations, without received payment by December 2, will be $15. Registrations received at the door will be $15. Register online at [http://paxpartnership.org/index.cfm?action=CL2&Entry=1450](http://paxpartnership.org/index.cfm?action=CL2&Entry=1450).

Sorry, no refunds. Any proceeds after expenses go to The Association of Naval Aviation's Squadron #18 and Patuxent River Naval Air Museum Association.

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**Family Plantation Christmas at Sotterley Plantation - December 13**

It’s time to kick-off your Christmas season at Sotterley’s Family Plantation Christmas on **Saturday, December 13** from 10:00 a.m. to 4:00 p.m.

Begin the day with Breakfast with Santa! Two seatings are available: 8:00 a.m. to 9:00 a.m. and 9:00 a.m. to 10:00 a.m. This fun and fabulous part of the event requires advanced reservations and it books up fast, so don’t delay. Purchase your tickets online today at [www.sotterley.org](http://www.sotterley.org). The cost of Breakfast with Santa is $15 per person (which includes general admission for the day’s events.)

For the rest of the day’s magical festivities, you won’t need a reservation ~ just show up and pay at the gate. Visit Santa and Mrs. Claus, take a horse-drawn carriage ride, visit the animals in our petting zoo, take a pony ride, sing along with carolers, create-your-own holiday crafts, take a wagon ride, buy unique holiday gifts at the Sotterley Museum Shop while the kids are buying presents at Santa’s Secret Shop, shop ‘til you drop at the Elves’ Mall, and purchase seasonal greens and hand-crafted items from the Sotterley Garden Guild! Fantastic Food Vendors with goodies for purchase! Make this Christmas event part of your family tradition!

The cost is $5 per person at the gate; children 2 and under FREE. Additional donation for pony rides and wagon rides.
## Calendar of Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Second Wednesday of every month</strong></td>
<td>6:30 p.m. – 8:00 p.m.</td>
<td>Lexington Park Business and Community Association meets on the second Wednesday of each month from 6:30 to 8:00 p.m. at the Bay District Volunteer Fire Department Social Hall.</td>
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<tr>
<td><strong>Second Friday of every month</strong></td>
<td>8:30 a.m.</td>
<td>All Leonardtown Businesses are invited to attend the monthly Leonardtown Business Association (LBA) meetings. For more information and to join the LBA, please visit <a href="http://www.thelba.org">www.thelba.org</a> or call Dan Norris at 240-538-5221 or email <a href="mailto:dan.norris0707@gmail.com">dan.norris0707@gmail.com</a>.</td>
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<tr>
<td><strong>First Wednesday of every month</strong></td>
<td>7:30 a.m.</td>
<td>The U.S. Green Building Council, Southern Maryland Branch meets for a Green Building Networking Meeting at the Southern Maryland Higher Education Center. This event is free and open to the public. Look on Facebook at ‘US Green Building Council, Southern MD Branch’</td>
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<tr>
<td><strong>Thursdays</strong></td>
<td>8:00 a.m. – 9:30 a.m.</td>
<td>BNI (Business Networking International) Chapters meet for the sole purpose of getting to know each other and each other’s company better in order to help each other grow business through warm referrals. Free to visit, No fee except your meal if you choose to eat. Please contact Jerry Schwartz for more information at 410-365-8529 or <a href="mailto:jerry@bnimaryland.com">jerry@bnimaryland.com</a>. BNI Leonardtown will meet at Ye Old Towne Cafe (Washington Street, Leonardtown)</td>
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<tr>
<td><strong>November</strong></td>
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<td>Fall is just around the corner and the Maryland Procurement Technical Assistance Program (PTAP) wants to invite you to take time out for personal development. All our webinars are free and specifically structured to provide maximum information with minimal time taken away from your busy schedules. For more information or to register go to <a href="http://www.eventbrite.com/o/maryland-ptap-1037349973">www.eventbrite.com/o/maryland-ptap-1037349973</a> or contact Charina Chatman, Marketing and Training Specialist, Maryland PTAP at <a href="mailto:cchatman@umd.edu">cchatman@umd.edu</a> or call 410-340-7667. Find PTAP on the following social networks to stay up to date with new opportunities in your region,</td>
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<td>November 7</td>
<td>6:30 p.m.</td>
<td>Three years after the publication of his first book entitled, Sotterley: Her People and Their Worlds, Sotterley Trustee Dave Brown will soon unveil his second book, George Plater of Sotterley with the companion book The Letters of George Plater. The public is invited to attend a Meet the Author and Book Signing event in the Sotterley Warehouse. Once again, Brown is generously contributing all proceeds to benefit Sotterley. This biography will only be available for purchase at Sotterley’s Museum Shop and through the Sotterley website <a href="http://www.sotterley.org">www.sotterley.org</a>.</td>
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<td>November 7 – 9</td>
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<td>The World Cup Finals - 19th Annual Import Vs. Domestic Battle will features a custom car show, a huge vendor midway, DJs, live bands, and of course import vs. domestic drag racing! With over 20,000 people in attendance every year the WCF has become an event phenomenon on the east coast. Over 500 drag racers compete every year in eleven different classes to bring you side by side action of every type in drag racing with the top cars from virtually every sanctioning body and series in the country! For more information, visit <a href="http://www.importvsdomestic.com/">www.importvsdomestic.com/</a>.</td>
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<td>November 11</td>
<td>10:00 a.m.</td>
<td>Commissioners of St. Mary’s County and the Commissioners of Leonardtown invite the public to come out and salute America’s Veterans at the Annual Veterans Day Parade in Leonardtown! The parade steps off from St. Mary’s Ryken High School, proceeds through Town Square and is immediately followed by a Memorial Ceremony. Spectators are encouraged to park at the St. Mary’s County Fairgrounds, or the St. Mary’s County Governmental Center and take the free round-trip shuttle into Town. For more information, please call 301-475-9791 or visit <a href="http://www.leonardtown.somd.com">www.leonardtown.somd.com</a>.</td>
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<td>The Greenwell Foundation and the CSM Veterans Organization will hold three screenings of the award-winning film “RIDING MY WAY BACK” - a story of a veteran, a horse, and hope. The new award-winning, short documentary about the powerful healing of therapeutic riding for a veteran with Post Traumatic Stress Disorder and Traumatic Brain Injury will be shown three times: CSM La Plata campus on Tuesday, November 11 at 10:30 a.m. in the BI Building (8730 Mitchell Road, La Plata) CSM Leonardtown campus on Thursday, November 13 at 6:00 p.m.</td>
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<td>November 18</td>
<td>6:00 p.m.</td>
<td>CSM Prince Frederick campus on Tuesday, November 18 at 6:00 p.m. (115 J.W. Williams Road Prince Frederick). All screenings are free to the public. For more information on RIDING MY WAY BACK please visit <a href="http://www.ridingmywayback.com">www.ridingmywayback.com</a>.</td>
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<td>November 12</td>
<td>4:30 p.m. – 5:30 p.m.</td>
<td>A joint program by The Patuxent Partnership and the Center for the Study of Democracy at St. Mary’s College of Maryland featuring RADM Jonathan White, Oceanographer and Navigator of the Navy, Director, Space and Maritime Domain Awareness (OPNAV N2/N6E) will discuss climate change and its implications for the future of our country at the St. Mary’s Hall, St Mary’s College of Maryland. This is a free program. Seating is limited. Doors open at 4:00 p.m. To register, click HERE.</td>
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<td>November 12</td>
<td>8:00 a.m. – 5:00 p.m.</td>
<td>The 2013 Entrepreneur Expo, hosted by The Maryland Technology Development Corporation (TEDCO) brings together all of Maryland’s entrepreneurial resources from across the state into one place, at one time. This 3rd Annual Event is expected to draw 400+ of the region’s top entrepreneurs, small business executives, angel and venture capital investors, federal and state economic development officials, university leaders and legislators. The Expo will be held at the BWI Airport Marriott, 1743 W Nursery Road, Linthicum Heights, MD 21090. Registration is open, go to <a href="http://www.eventbrite.com/e/entrepreneur-expo-tickets-11628319617">www.eventbrite.com/e/entrepreneur-expo-tickets-11628319617</a>. For more information, go to <a href="http://www.innovatemd.com/2013/agenda.html">www.innovatemd.com/2013/agenda.html</a>.</td>
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<td>November 13</td>
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<td>Naval Air Systems Command (NAVAIR) and Naval Air Warfare Center Aircraft Division (NAWCAD) will conduct an informational Industry Day in Solomons, Maryland. The objective of this event is to enhance Government-industry communication, conduct market research, and increase competition in support of Naval Aviation by presenting the Long Range Acquisition Forecast (LRAF) and providing the opportunity for meetings between industry and NAVAIR/NAWCAD technical personnel. For more information, go to <a href="http://www.fbo.gov/spg/DON/NAVAIR/N00019/11132014/listing.html">www.fbo.gov/spg/DON/NAVAIR/N00019/11132014/listing.html</a>.</td>
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| November 18 NEW | 11:30 a.m. – 1:00 p.m. | The National Contract Management Association (NCMA), Chesapeake Bay Chapter presents Cost Realism: The Trouble with Low Cost and Inconsistencies, presented by Mr. R. DeWitt Smith at the River’s Edge (46870 Tate Road, Patuxent River.) Registration is available online at www.eventbrite.com/e/cost-realism-the-trouble-with-low-costand-inconsistencies-with-mr-r-dewitt-smith-tickets-13214654387. Do you have a specific question you would like Mr. Smith to address? If so, please email ncmachinesapeakebay@gmail.com with the subject ‘Question(s) for
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<td>November 19</td>
<td>The St. Mary’s County Board of Library Trustees is pleased to announce the library’s collection of local newspapers, previously available on microfilm at the Lexington Park Library, has been digitized and is now available to the public on any computer at the St. Mary’s County Libraries or St. Mary’s College Library. A “Microfilm Cutting” Reception will be held at the Lexington Park Library to introduce and recognize the partners. A demonstration of the product is planned. For more information, contact Kathleen Reif, Director at 301-475-2846 ext. 1013 or <a href="mailto:kreif@stmalib.org">kreif@stmalib.org</a>.</td>
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<td>November 19</td>
<td>The Human Resources Association of Southern Maryland (HRASM) is presenting Southern Maryland’s fourth all-day conference at the Holiday Inn Solomons - Conference Center &amp; Marina, 155 Holiday Drive, Solomons. The conference will feature a keynote speaker and four breakout sessions with eight topics from which to choose. Thirteen facilitators with varied backgrounds will speak on today’s emerging HR issues including working to be well, HR metrics and organizational success, communication &amp; culture, strategic succession planning, change management, FLSA, strengths based leadership, affirmative action and</td>
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### HRASM Conference

**Ethical Practice in HR.** The meeting is open to anyone with an interest in Human Resources issues. The cost is $75 for members and $100 for non-members, which includes both continental breakfast and lunch. Registration opens at 7:00 a.m. and the conference begins at 8:00 a.m. To register, please go to: [http://hrasmonline.shrm.org](http://hrasmonline.shrm.org) by November 14. Once registered, payment is required if a cancellation is made after the deadline date. More information about HRASM can be found at [http://hrasmonline.shrm.org](http://hrasmonline.shrm.org).

### Patuxent Partnership Event

**December 4, NEW**

5:00 p.m. – 7:00 p.m.

The Patuxent Partnership and The Association of Naval Aviation’s Squadron #18 invite members, the business community, base personnel and the public to a "MQ-4C Triton: Naval Aviation's Unmanned Maritime Solution" panel and reception at the Patuxent River Naval Air Museum (PRNAM), 22156 Three Notch Road,., Lexington Park. Dress is Business Casual/Military uniform of the day. The cost is $10 per person must, and must be received by 12:00 p.m. on Tuesday, December 2 by credit card (VI/MC) on this site or by cash or check delivered or mailed to The Patuxent Partnership, 22335 Exploration Drive, Suite 1035, Lexington Park, MD 20653. Online advance registrations, without received payment by December 2, will be $15. Registrations received at the door will be $15. Register online at [http://paxpartnership.org/index.cfm?action=CL2&Entry=1450](http://paxpartnership.org/index.cfm?action=CL2&Entry=1450).

### Sotterley Plantation Holiday Events

**December 5, 11, 12, 18 – 20**

Celebrate the season at Sotterley Plantation, all within Sotterley’s 300 year-old Plantation House decorated in different historical periods for the holidays. Experience Sotterley’s 2014 interactive living history tour, Common Lives, Shared Sentiments. The Sotterley Christmas Traditions by Candlelight tours will be held every 15 minutes from 6:30 p.m. to 9:00 p.m. Advance reservations are required. No walk-ins. The admission is $15 per person. Purchase tickets online at [www.sotterley.org](http://www.sotterley.org).

**December 13, NEW**

10:00 a.m. – 4:00 p.m.

It’s time to kick-off your Christmas season at Sotterley’s Family Plantation Christmas. Begin the day with Breakfast with Santa! Two seatings are available: 8:00 a.m. to 9:00 a.m. and 9:00 a.m. to 10:00 a.m. This fun and fabulous part of the event requires advanced reservations and it books up fast, so don’t delay. Purchase your tickets online today at [www.sotterley.org](http://www.sotterley.org). The cost of Breakfast with Santa is $15 per person (which includes general admission for the day’s events.) For the rest of the day’s magical festivities, you won’t need a reservation ~ just show up and pay at the gate. Visit Santa and Mrs. Claus, take a horse-drawn carriage ride, visit the animals in our petting zoo, take a pony ride, sing...
along with carolers, create-your-own holiday crafts, take a wagon ride, buy unique holiday gifts at the Sotterley Museum Shop while the kids are buying presents at Santa’s Secret Shop, shop 'til you drop at the Elves’ Mall, and purchase seasonal greens and hand-crafted items from the Sotterley Garden Guild! Fantastic Food Vendors with goodies for purchase! Make this Christmas event part of your family tradition! The cost is $5 per person at the gate; children 2 and under FREE. Additional donation for pony rides and wagon rides.

Online Resources

Visit the St. Mary’s County Department of Economic Development website, www.stmarysmd.com/ded for the following online resources:

Visitor’s Guide and Information – www.visitstmarysmd.com

Facts & Figures – Gain access to St. Mary’s County demographic and economic data
www.stmarysmd.com/ded/datacenter.asp


Technology Handbook Online – Search our directory of over 200 local technology firms
www.stmarysmd.com/ded/handbook/index.asp

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

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