



**GREATER BOWIE
CHAMBER OF COMMERCE**
1525 Pointer Ridge Place, Suite 302
Bowie, MD 20716
301.262.0920
301.262.0921 Fax

info@bowiechamber.org
www.bowiechamber.org

Officers 2010-2011

President

Mark Melvin
Melvin Motors, Inc.

President Elect

Leonard Lucchi, Esq.
O'Malley, Miles, Nylan & Gilmore, P.A.

Vice President

Vania McNeary-Edwards
The Washington Savings Bank

Treasurer

Jeffrey Franklin
Old Line Bank

Secretary

Perry Price
Photography By Perry

Immediate Past President

Brian Shallcross
Bowie Baysox Baseball Club

Directors 2010-2011

Boyd Campbell
Century 21 Home Center
Harmon 'Monty' Cooper
Attorney

Bonnie Craig
Sky High Promotions
Prof. James Dixon
Students in Free Enterprise

Laurie Dollard
Mary Kay Cosmetics
Michael Fowler
Constellation Energy

Ed Haraway
EXIT First Realty
Alana Heinle
Edward Jones Investments

Diane Morris
NASA Federal Credit Union
Joy Thorpe
Bowie Florist

Catherine Woods
Old Line Bank

Committee Chairs

Ambassadors Committee
Bonnie Craig
Education Committee
Brian Shallcross
Legislative Committee
Harmon (Monty) Cooper
Women in Business Committee
Alana Heinle

Kelly L. Pierce
Executive Director

Administrative Assistants
Christine Whelehan
Rebecca Sunday

Lynn Burns, Editor

Tradeline News

August, 2010

A publication for and about the members of the Greater Bowie Chamber of Commerce;
The organization of choice for business advocacy in the greater Bowie area.

The Greater Bowie Chamber of Commerce
proudly presents

"Candidates Forum 2010"



Join us to hear from the 2010 Candidates
about the issues that are important to you and our community.
The following candidates have been invited to participate.

Wednesday, August 25, 2010

District 23 Senate Seat

Mike Anderson
Darrell Carrington
Bobby G. Henry, Jr.
Douglas J. J. Peters

District 23A Delegate Seat

Shukoora Ahmed
Terrance D. Collins
Paulette Faulkner
James W. Hubbard
Lisa Ransom
Geraldine Valentino-Smith
Nicole A. Williams
Margaret I. Moody

District 23B

Robin Breedon
Marvin E. Holmes, Jr.

Wednesday, September 1, 2010

County Executive

Rushern L. Baker, III
Samuel H. Dean
Michael A. Jackson
Gerron Levi
Henry C. Turner, Jr.

District 6 Council Member

Abdul-Raheem Abdulian
Venus C. Bethea
Derrick Leon Davis
Leslie E. Johnson
Mark Polk
Arthur Turner

Both Forums will take place from 7:00 p.m. – 9:00 p.m.

Bowie Senior Center
14900 Health Center Drive, Bowie, MD 20716

≈THIS EVENT IS FREE AND OPEN TO THE PUBLIC≈

President's Message



Chamber Members –

It's vacation time for many of us, but the Chamber keeps on working. The Board of Directors completed a planning session for the year of 2010-2011. Many thanks to those who assisted us including staff members Kelly and Becky, as well as guest presenter Curtis Valentine for a nice tie-in to our session.

Here are the meat and potatoes of our efforts – the Ambassador Committee will expand with added support from the Board. It is vital for this committee to succeed as it will lead to the further success of *your* Chamber of Commerce. An Ambassador will be assigned to a new member or an existing member who may not be familiar with our Chamber. This Ambassador will be available to introduce the benefits of the GBCC through our networking events, our many educational opportunities and committees. These are a few products that are offered to membership. The Ambassadors will be available by email, phone and even face to face. Members are encouraged to ask their Ambassador questions, as well as voice concerns and offer comments. Success will be measured by a more active membership. Remember, the Greater Bowie Chamber of Commerce is **YOUR** chamber. Take advantage of the many opportunities that are offered, if you are not already.

This summer, consider the Chamber in your plans the rest of this year. There are many advantages in reaching out to the rest of the membership as well as the chances of being in front of politicians many times throughout the year. There are so many things that are offered through our year, take advantage of them!

So rest, relax and recharge. It will be a pleasure to see you when you get back!

Mark Melvin, President



LET US 'SHOW YOU THE MONEY'!

Refer a New Member & we'll give you \$20 Chamber Bucks!

There is no limit to the amount of Chamber Bucks you may receive.

Chamber Bucks may be used toward payment for GBCC Mixers, Luncheons, and Breakfasts. Chamber Bucks may NOT be used for membership dues, BowieFest Business Expo participation, the GBCC Annual Dinner, the GBCC Golf Tournament or other large-scale events.

Executive Director's Message



Greetings GBCC Members & Friends –

Although the level of activity – events and meetings – slows down in summertime, the Chamber has been busy planning for the last half of 2010. The Board held a planning day on July 15 to discuss the direction of the Chamber in the coming year, the Legislative Committee continues to meet and plan for the upcoming 'Candidate Forums', and the Ambassadors Committee will meet soon to identify ways to welcome new members and share with them the value of Chamber membership.

The Women in Business Committee is working on the first Women's Expo set for September 18, the third annual Taste of Bowie & Fashion Show scheduled for November 10, and a joint Chamber event on March 9, 2011 to celebrate Women's History Month.

We encourage all of you – current members and potential new members – to mark your calendars and plan on joining us in the coming months. See how the Chamber can work for your business. Stay informed – get involved – attend events – contact other Chamber members. The opportunities to promote and expand your business are many – you just have to pursue them!

Kelly L. Pierce, Executive Director

MIXER at TITAN CIGARS – June 16th



L-R: Alana Heinle (Edward Jones Investments), Perry Price (Photography By Perry), Kelly Pierce (GBCC Executive Director) enjoy After Hours Mixer at Titan Cigars.

Photo by *Photography By Perry*

CORPORATE CORNER: Widmann Financial Services

SECOND HALF TAX PLANNING

By David Wolf & Art Widmann, CFP®

As we head into the second half of the year, you may be thinking about the taxes on long-term gains in your investment accounts. The 2001 and 2003 Bush tax cuts are scheduled to expire by 2011. This will raise the top two individual income tax rates to where they were in 2001. The 33% bracket will become 36%, and the 35% bracket will rise to 39.6%.

Currently the tax rate on capital gains is 15%. As an example, if you had \$100,000 in gains in an investment and sold it, you would owe \$15,000 in taxes. The tax rate is currently set to increase to 20% for next year. This would result in an extra \$5000 in taxes if you waited to take gains on or after January 1, 2011.

In most years we would recommend taking losses to offset gains. This year it may make sense to take gains, pay taxes at the lower rate and then defer realizing losses into next year, thereby avoiding the extra 5% in taxes. For a complete analysis of your personal financial situation, talk to your investment advisor or give us a call.

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David Wolf and Art Widmann are financial consultants practicing at Widmann Financial Services, 4321 Northview Drive, Bowie, Maryland. They offer securities and advisory services as registered representatives of Commonwealth Financial Network®, a member firm of FINRA/SIPC and a Registered Investment Adviser. They can be reached at 301-262-2919 or at [david.w@widmannfinancial.com](mailto: david.w@widmannfinancial.com) or [art.w@widmannfinancial.com](mailto: art.w@widmannfinancial.com).

HAPPY ANNIVERSARY to RENEWING MEMBERS!

Bowie Therapeutic Nursery Center, Inc.
Chesapeake Chorale
Chick-fil-A at Vista Gardens
Christian Community Presbyterian Church
PNC Bank
ESP Evaluation Inc.
Glenn Dale Golf Club
Innoface Systems, Inc.
J R Johnson, Inc.
Long & Foster Real Estate, Inc.
New Focus Realty
Servpro of Bowie
State Farm Insurance
The Columbia Bank
Toth Distribution Service, Inc.
The WordPlace

AMBASSADORS COMMITTEE MEETING WEDNESDAY, AUGUST 11 at 11:30 A.M. GBCC OFFICE – ‘BROWN BAG LUNCH’

**(Please RSVP to the Chamber office.
Beverages & dessert will be provided.)**

The Ambassadors Committee is alive and well and enlisting the aid of all members of the Chamber. It is our job to meet and greet and make all guests feel welcome. You know, warm and fuzzy. So often, guests arrive at Chamber mixers and stand in a corner hesitating to make eye contact. It is our job to teach them the benefits of making eye contact. After all, we have joined the Chamber to meet other business owners and grow our businesses. Without introductions, this is a very slow process. If you care to join our growing committee, please contact the Chamber office at 301/262-0920. We are hoping everyone will become an Ambassador for this great Chamber. Sign-up today!

*Bonnie Craig, Ambassadors Committee Chair
Owner, Sky High Promotions*

Advertise on Constant Contact!

Advertise your business event through the Chamber's weekly Constant Contact blasts. Select the date you want your message sent to over 350 contacts in the business community.

\$20 for one message

\$50 for 3 messages

Take advantage of this 'members only' benefit. Call the Chamber at 301/262-0920 or email kelly@bowiechamber.org

Youth Leadership Bowie –

For the past twelve years the Greater Bowie Chamber of Commerce in partnership with the City of Bowie has sponsored Youth Leadership Bowie – a program designed to introduce and enhance leadership characteristics of 10th and 11th grade students in our community.

***Mission:** Youth Leadership Bowie is a unique program which will expose young people to a myriad of potential career opportunities available to them. Leadership opportunities, both experiential and observational, will be of paramount importance. Problem solving skills will be developed and refined as participants plan and produce a program that addresses a community need.*

Over one hundred fifty of our community's finest young people have graduated from this program with a heightened awareness of local and global issues, a better appreciation of decision making processes in the community, and a personal development of their own leadership potential.

This year we are looking for your support for the youth of our community. We welcome you to take the opportunity to participate as a Bronze, Silver or Gold sponsor. It is our hope that our business leaders will in the future by sponsoring Youth Leadership Bowie.

CONTACT THE CHAMBER TODAY

TO BECOME A YOUTH LEADERSHIP BOWIE SPONSOR!

◇	GOLD	\$1000 & over
◇	SILVER	\$300 – \$999
◇	BRONZE	\$100 – \$299

Benefits of Sponsorship:

- GOLD: Invitation to YLB Orientation breakfast, Year End Dinner Program, Monthly events, and YLB Sponsor Plaque, Recognition on YLB Publications & GBCC web page
- SILVER: Invitation to YLB Orientation breakfast, Monthly events and YLB Sponsor Plaque, Recognition on YLB Publications & GBCC web page
- BRONZE: Recognition on all YLB publications & GBCC web page

Tradeline News is a publication of the Greater Bowie Chamber of Commerce. To submit news or articles of interest, please submit a copy to the Chamber office by the 10th of the month. The Chamber reserves the right to edit copy in Chamber publications.

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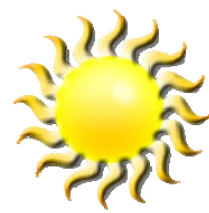
REGISTER TODAY FOR OUR "END OF SUMMER" JOINT NETWORKING EVENT!



GREATER BOWIE CHAMBER OF COMMERCE

**WEDNESDAY, AUGUST 11, 2010
5:30 P.M. – 7:30 P.M.**

**ON THE BORDER MEXICAN GRILL & CANTINA
16403 Heritage Blvd., Bowie, MD 20716**



**COST: \$15 Members/\$25 Non-Members
RSVP by Monday, August 9**

Call 301/262-0920 for more information.

*Please join the Greater Bowie Chamber of Commerce for the
Social Media Workshop*



1525 Pointer Ridge Place, Suite 302, Bowie, MD 20716

**Wednesday, September 8, 2010
5:30 p.m. – 7:30 p.m.**

Les Murphy, ShopBowie.com, and Cindy Freland, Maryland Secretarial Services, Inc., will teach you how to develop an Internet presence using social media, including Facebook, Twitter and LinkedIn. If you are not using social media for your business, you are probably losing a lot of revenue. You can constantly get your business information in front of millions of prospects around the globe 24 hours a day, 7 days a week, 365 days a year.

Refreshments and Door Prizes

Cost: \$15 Members with pre-paid reservation / \$25 Non-Members and at the door

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**THE GREATER BOWIE CHAMBER
 OF COMMERCE THANKS OUR
 CORPORATE SPONSORS**

Premium Sponsor



Gold Sponsor



Bronze Sponsors

Melvin Motors
 PNC Bank
 The Show Place Arena
 Widmann Financial Services

GREATER BOWIE CHAMBER OF COMMERCE

AUGUST 2010

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 8:00 a.m. Legislative Committee meeting, GBCC office	3 6 - 8 p.m. National Night Out, Allen Pond Park	4	5	6	7
8	9	10	11 11:30 a.m. Ambassadors Committee meeting, GBCC office 5:30 p.m. After Hours Mixer, On The Border	12	13	14
15	16	17	18 7:30 a.m. Multi-Chamber Breakfast, Maritime Institute	19	20	21
22	23	24	25 7:00 p.m. Candidate's Forum, Bowie Senior Center	26	27	28
29	30	31	<p>Save the Dates - September!</p> <p>1 - Candidate's Forum, 7 p.m., Bowie Senior Center 8 - Social Media Workshop, 5:30 p.m., GBCC office 15 - After Hours Mixer, 5:30 p.m., Widmann Financial Services 18 - Women's Expo, 9 a.m. - 3 p.m., Comfort Inn</p>			
<p>For more information on these and other events, visit the GBCC website at www.bowiechamber.org</p>						