



News from the Chamber

April 13, 2010

Chamber activity during the past several weeks included the graduation of two additional classes of the Veterans Institute for Procurement (VIP); a series of vibrant committee meetings; and a flurry of legislative and budget advocacy in Annapolis and Rockville. Upcoming major events will include the Congressional Procurement Conference, on May 5; a GovConNet Breakfast Forum on Key Procurement Policy and Market Trends to Know, on May 25; and the Annual Dinner, on June 9! Please mark your calendar and register early for all of these events!

Here are some highlights of recent MCCC activities.

Chamber's 2010 Congressional Procurement Conference, Expo May 5

MCCC is excited to announce the participation of the following agencies and workshop presenters, for the May 5 Procurement Conference:

- DHS - Soraya Correa, Director, Office of Procurement Operations
- USAID - Mauricio Vera, OSDBU Director
- DOE - Joe Garcia, OSDBU Director
- NIST - Cecelia Royster, Deputy Division Chief, Acquisition Management Division
- NRC - Diana Strong, OSDBU Director and Donald King, Chief, Contract Management Branch, Division of Contracts
- VA - Tim Foreman, OSDBU Executive Director
- SBA - Bridget Bean, Director, Washington Metropolitan Area District Office
- DIA - Don Camden, Contracting Officer
- NSA - Mark L. Barnett, Chief, Industry Outreach and Facilitation, Directorate of Acquisition
- U.S. Army Corps of Engineers - Jack Beecher, NAO, SDVOB Program Manager

Congressman Chris Van Hollen is the honorary chair of this annual event.

Business leaders looking for a competitive edge on how to win federal, state and local government contracts will have a unique opportunity to gain valuable insights and meet directly with key purchasing agents from a variety of government agencies, major



Chris Van Hollen

businesses and other organizations.

Held at the Universities at Shady Grove, 9630 Gudelsky Drive, in Rockville, the one-day event will run from 7:30 a.m. to 3 p.m., in a program that includes 33 workshops from 9 a.m. to noon, and an expo - including dozens of exhibitors, lunch and networking - from noon to 3 p.m. The individual ticket price to register for this event is \$95 for MCCC members and \$110 for non-members.

Tickets include access to all workshops and expo hall, breakfast, lunch, and parking. Participants will have an opportunity to connect and network with federal agencies, state and local procurement officers, prime contractors, and 1,000 government contractors at workshop sessions and in the expo hall. Sponsorship and exhibit booth opportunities are also available. To register online or for full event details and a partial list of corporate sponsors, visit www.montgomerycountychamber.com. Or call 301-738-0015.

Don't miss this chance to connect with government agencies, primes, professional service providers and more than 500 conference registrants!

Councilmember Trachtenberg Talks Budget Crisis, Gaithersburg West, White Flint Master Plans



County Councilmember Duchy Trachtenberg addresses the MCCC Infrastructure and Land Use Committee at its April 13 meeting. Committee Vice-Chair Gus Bauman, of Beveridge & Diamond, P.C., is seated at center.

County Councilmember Duchy Trachtenberg spoke with members of the MCCC Infrastructure and Land Use Committee on April 13, the County Finance officials would be presenting today a revised fiscal update that would indicate the FY 2011 operating budget deficit had swelled by an additional \$70-\$100 million, climbing to nearly \$900 million.

Trachtenberg, who chairs the Council's Management and Fiscal Policy Committee, told Chamber members that the County would need to make another \$44 million in cuts for the current year, in addition to further reductions for next year. She discussed how the fiscal situation had reached the point where bond rating agencies had put the County triple-A bond rating on a watch list, given its income tax revenue volatility and the need to pull from reserve funds. She noted that the County government will soon "look quite a bit different," as a result of the budget cuts that will have to be made, but said she believes the County will eventually "come out of this (fiscal crisis) stronger and smarter."

Trachtenberg also discussed the Council's action recently to improve the White Flint Master Plan and shared her thoughts on some remaining issues with regard to the Gaithersburg West Master Plan, which is now nearing approval. She indicated her support for the Gaithersburg West plan because of its impact on future revenue growth.

Taking a Closer Look at the 'PlanMaryland' Initiative



Rich Josephson of the Maryland Department of Planning fields a question from Jonathan Genn of Percontee, Inc., at right, at the April 8 MCCC Economic Development Committee meeting. The committee is headed by MCCC Vice-Chair William G. Robertson, President and CEO of Adventist HealthCare.

Did you know that Maryland has launched an ambitious land-use planning process aimed at improving coordination on planning policies and strategies throughout the state? Rich Josephson of the Maryland Department of Planning apprised members of the MCCC Economic Development Committee, on April 8, on the status of the new PlanMaryland initiative.

Josephson said there are two main purposes of the initiative. First, he noted, "We can grow smarter," by helping localities in their planning efforts. And second, said Josephson, improve State and local communication and coordination, in order to "better leverage state resources and access federal dollars" in support of smart growth initiatives. More information is available at www.plan.maryland.gov.

County Budget, Revenue Forecast in Focus for Legislative Committee, Chamber Testimony



From left, Montgomery County's Chief Administrative Officer Tim Firestine, MCCC President and CEO Gigi Godwin, County Management and Budget Director Joe Beach, and MCCC Chair William Eisig, Partner, BDO Seidman, LLP.

Montgomery County's Chief Administrative Officer Tim Firestine and the County's Management and Budget Director Joe Beach recently briefed the MCCC Legislative Committee on the challenging budget situation that Montgomery County is facing for the next fiscal year and beyond. Most notable of a variety of economic factors impacting the County's sharply declining revenues has been a dramatic drop-off in income taxes and major cuts in state aid.

Committee members expressed particular concern about the County's loss of \$239 million in income tax revenue over the past year. MCCC Vice President of Public Affairs Lisa Fadden questioned the

impact that the new income tax bracket (that was put in place during the Maryland General Assembly's special session in 2008) has had on the county's highest income earners. Firestine indicated that it certainly played a role in the loss of some income tax dollars, and that the County is very dependent on those highest earners. Fadden suggested that the County partner with the Chamber to communicate to State officials the impact this tax has had on Montgomery County.

MCCC President and CEO Gigi Godwin's testimony to the County Council on the County Executive's proposed operating budget is posted on the [Chamber web site](#).

Saluting the VIPs! Hats Off to Newest Graduates Of Veterans Institute for Procurement Program



Maryland Congressman Roscoe Bartlett addressed the newest veteran-owned business leaders to graduate from the Montgomery County Chamber Community Foundation's VIP program. It marked the first VIP session offered in Frederick.



Graduates and program instructors from the 2010 VIP session in Bethesda.

The Veterans Institute for Procurement (VIP) graduated its second class of 36 veteran-owned business leaders, on March 25, in Bethesda. A week later, on March 31, 16 more veteran-owned business leaders graduated as part of the program's third class, in a celebration that featured Congressman Roscoe Bartlett, who helped make possible the first VIP program held in Frederick, Maryland.

Sponsored by the Montgomery County Chamber Community Foundation, VIP is a six-session training and certification program. It is taught by industry professionals and aimed at helping veteran-owned businesses to sharpen their ability to win federal contracts. Visit www.montgomerycountychamber.com for background on VIP, for photos of previous VIP sessions, testimonials from participants, and more.

Attorney Lynn Perry Parker Offers Critical HR Tips for Small Businesses



Attorney Lynn Perry Parker of the Rockville-based law firm, McMillan Metro, P.C., discussed a wide range of critical human relations issues affecting small businesses. MCCC Small Business Committee Vice-Chair Joseph Chirico of Chevy Chase Bank, at center, is joined by Committee Co-Chair Charles Atwell of Innovative Business Interiors, Inc., at left.

Attorney Lynn Perry Parker, of the Rockville-based law firm, McMillan Metro, P.C. and a Chamber member, gave a presentation last month to the MCCC Small Business Committee on Human Resources and Employment Law. She discussed best practices to help protect businesses and their employees, and how to avoid a variety of potential pitfalls that employers can fall victim to if they are not in compliance with federal, state and local law.

The Small Business Committee's next meeting on Wednesday, April 14, will feature Ron Adler of Laurdan Associates, a nationally renowned expert on unemployment insurance issues.

Check the Chamber Out on Facebook!



Want to catch up on Chamber news as it is happening, check out photos of Chamber events, and share your thoughts with us on key issues and activities? [Become a "fan" of the Chamber on Facebook!](#)

Even if you are not a Facebook user, you can always very easily keep up with all of our postings by visiting the Chamber web site at www.montgomerycountychamber.com and click on the "Find Us on Facebook" button. For Facebook users, just search for "Montgomery County Chamber of Commerce (Md.)" and click on the "Become a Fan" button. And remember, please invite your colleagues to "fan" us, as well.

Upcoming Events

Chamber After Hours

Wednesday, April 14, 2010

5:30pm-7:00pm, Buffalo Wild Wings

33-C Maryland Avenue, Rockville, MD

[Register for After Hours](#)

New & Prospective Member Orientation

Friday, April 23, 2010

8:30am - 10:30am, MCCC Board Room

[Register for Member Orientation](#)

And, to learn more about Chamber events, programs and services, please visit www.montgomerycountychamber.com. Or, call us any time, at 301-738-0015.

Welcome to Our New and Renewing Members!

[WELCOME NEW MEMBERS](#)

[THANKS TO RENEWING MEMBERS](#)