



News from the Chamber

May 14, 2010

Procurement Conference, Expo Draws 700+ Business Leaders Aiming to Win Government Contracts



Above, MCCC President Gigi Godwin, along with U.S. Congressman Chris Van Hollen, the Honorary Chair, and Lockheed Martin's John Zuccaro, at the opening ceremony of the 2010 Congressional Procurement Conference.

Below, the afternoon Expo attracted hundreds of business leaders and government officials.



More than 700 business leaders and government agencies connected for a day of commerce at the Chamber's 2010 Congressional Procurement Conference and Expo on May 5. Held at the Universities at Shady Grove, the eighth annual event gave participating businesses a unique opportunity to meet directly with key purchasing officers from 14 federal agencies and six prime contractors, along with representatives of local and state agencies.

Thirty-five workshops – featuring presenters from the various agencies and major business leaders from prime contractors and professional service providers – and 83 expo exhibits armed participants with the ability to gain a competitive edge in their quest to win contracts.

"This event grows every year, not just in the number of participating businesses, but most importantly, in the interest of our federal agencies and prime contractors to involve their key purchasing officers," said Georgette "Gigi" Godwin, president and CEO of the Montgomery County Chamber of Commerce, "These agencies want to be where they know they will be able to effectively connect with the companies that can help them succeed in accomplishing their

important missions."

Congressman Chris Van Hollen (D-MD) has served as the honorary chair for the event since its inception. "This important event strengthens our economy by bringing together government procurement opportunities with local businesses, and I applaud the Montgomery County Chamber of Commerce for their work in putting together this conference," said Van Hollen.

Complete information on this year's workshop presenters, exhibitors and conference sponsors can be found on the Chamber web site.

The Chamber is Now Certifiably *GREEN!*



MCCC Executive Vice President Barbara Ashe shares remarks about the Green Business Certification Program and the Chamber's own certification, announced by County Executive Isiah Leggett (right) and County Council President Nancy Floreen, at a press event to commemorate the 40th anniversary of Earth Day.

After joining the County's Department of Environmental Protection as a partner to develop and launch the new Montgomery County Green Business Certification Program, the Chamber itself has now earned its own certification. County Executive Isiah Leggett and County Council President Nancy Floreen joined DEP Director Robert Hoyt in announcing that the Chamber and several other businesses earned the distinction, as the County's celebrated the 40th anniversary of Earth Day. The officials selected the Green Business Certification Program as one of the County's top 40 environmental accomplishments, over the past 40 years.

Leading the Fight Against Energy Tax Increase

The Montgomery County Chamber has led the charge in urging the County Council to scale down a proposal by the County Executive to increase by 100% the rate of the local energy tax. The Chamber recently testified before the Council, in strong opposition to the rate of increase proposed, and directed a letter to the Council, outlining concerns of the business community. The Council has until the end of May to approve a final Fiscal Year 2011 Operating Budget for Montgomery County which would include any increase to the energy tax.

[Read the Chamber's testimony on the proposed energy tax increase.](#)

MCCC President's Commentary in Business Journal: 'Economic Sustainability Depends on Job Creation'

Montgomery County Chamber President and CEO Gigi Godwin recently addressed the important role of job creation in ensuring the region's economic sustainability, in this [guest commentary in the most recent edition of Washington Business Journal](#).

JBG Execs Discuss White Flint, National Cancer Institute

Project, GSA Leases



Rod Lawrence, executive development officer for The JBG Companies, and Ken Finkelstein, chief development officer, at left, were guest speakers at the April 21 MCCC Board of Directors meeting.

Two top executives of The JBG Companies -- Rod Lawrence, Executive Development Officer, and Ken Finkelstein, Chief Development Officer – recently addressed the MCCC Board and discussed a wide range of key issues facing the commercial real estate industry in the region. Topics included Montgomery County's recently approved White Flint Sector Plan, the Great Seneca Science Corridor Master Plan and JBG's planned development in that area of a new facility for the National Cancer Institute, and the status of lease negotiations for various federal government facilities.

Council President Proposing Creation of Business Development Corporation



MCCC President Gigi Godwin joins County Council President Nancy Floreen at Discovery Communications in Silver Spring, where Floreen announced legislation she is proposing to create a new Montgomery Business Development Corporation.

Montgomery County Chamber of Commerce President and CEO Gigi Godwin joined County Council President Nancy Floreen, other Council members, and business leaders at a press announcement on April 26, regarding the new legislation being proposed by the Council President to create a new Montgomery Business Development Corporation. If approved, the legislation would have the County's Department of Economic Development join with the influence of private businesses to promote business development in the County. Additional background is found on the [County Council's web page](#).

Sen. Madaleno, Del. Feldman Recap Legislative Session, Look Ahead



MCCC Chair William Eisig, at left, listens as State Senator Rich Madaleno and Delegate Brian Feldman address members of the Legislative Committee.

State Senator Rich Madaleno, the chair of Montgomery County's Senate Delegation in Annapolis, and Delegate Brian Feldman, chair of the Montgomery County House Delegation, visited the MCCC Legislative Committee last month to highlight outcomes of the 2010 Maryland General Assembly and to look ahead at the key challenges that will face state lawmakers next year.

The two legislators suggested that Maryland will again face a nearly 1.5 billion budget gap next year, a structural gap that will continue to exist until State government tackles difficult spending obligations, such as the ongoing financing of teacher retiree benefits. Both legislators were optimistic about the Blue Ribbon Commission on Transportation's potential for success, an effort that was led by the Montgomery County Chamber of Commerce.

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Yes, the Chamber is on Facebook! One of the many ways you can keep up with what's happening with your Chamber and to network with your colleagues is by [becoming a fan of our Facebook page](#). Check out photo albums and updates from our meetings and events, learn about upcoming programs and activities, and share your feedback with us!

To view the page, simply go to our web site at www.montgomerycountychamber.com and click on the "Find Us on Facebook" button. Or, just search for Montgomery County Chamber of Commerce (Md.), if you are a Facebook user.

Upcoming Events

New & Prospective Member Orientation

Thursday, May 20, 2010

8:30 a.m. - 10:30 a.m., MCCC Board Room

[Register for Member Orientation](#)

In-Sourcing, Procurement Trends & Forecasts - GovConNet Breakfast Forum

Tuesday, May 25, 2010

7:00 a.m. - 8:00 a.m., Registration and Networking

8:00 a.m. - 10:00 a.m., Program and Breakfast
Bethesda North Marriott Hotel & County Conference Center
5701 Marinelli Road, North Bethesda, MD

[Register for In-Sourcing, Procurement Trends & Forecasts](#)

Chamber After Hours

Wednesday, May 26, 2010

6:00 p.m. - 7:30 p.m., Smokey Glen Farm
16407 Riffleford Road, Gaithersburg, MD

[Register for After Hours](#)

MCCC 51st Annual Dinner

Wednesday, June 9, 2010

6:00 p.m. - 7:00 p.m., General Reception

7:00 p.m. - 9:00 p.m., Dinner & Awards Ceremony

Bethesda North Marriott Hotel & County Conference Center
5701 Marinelli Road, North Bethesda, MD

[Register for Annual Dinner](#)

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](#)

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