



## Chamber In The News

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May 22, 2009

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### How Much Is Enough? When to Hire Outside Consultants to Help Your Small Business Grow



(Pictured L to R: **Charlie Atwell**, President, Innovative Business Interiors, Inc. and Co-Chair, MCCC Small Business Committee; **Pamela Mazza**, MCCC General Counsel and Managing Partner, PilieroMazza PLLC; **Mark Chase**, Partner, Cordia Partners; **Lisa Fadden**, MCCC Vice President, Public Affairs; and **Sterling Crockett**, Vice-Chair, MCCC Small Business Committee and Chairman & CEO of Sterling Construction Services, Inc.)

Mark Chase, Partner, Cordia Partners and Pamela Mazza, MCCC General Counsel and Managing Partner, PilieroMazza PLLC addressed the Small Business Committee on Wednesday, May 20<sup>th</sup> to talk about accounting and legal support for small businesses.

Mr. Chase started the discussion by asking the questions “How much is enough?” when it comes to your accounting staff. He then reviewed the four important steps to go through when evaluating the amount and level of accounting staff you need, as well as the top internal controls that are a “must” for any size business. [Click here to view this document.](#)

Pam Mazza talked about “where to start” when forming your small business. “The government doesn’t care if you are an LLC, an S-Corporation,” she said. “It is really about how you want to do business.” She suggested that most small businesses do not need to have an in-house attorney, but that they do “need someone to bounce off ideas and should have an outside team of consultants formed so they are ready when you need them.” She also addressed the 10 things to consider when doing an internal corporate audit. [Click here to view this document.](#)

Both Mr. Chase and Ms. Mazza agreed that you need to find outside consultants who have expertise in your field of business to help protect yourself, your employees and your partners.

“It’s not always about helping you make money, but rather to help you not lose money” she stated. “It’s an essential part of doing business.”

If your business involves government contracts, it’s even more important to have policies and procedures in place, and to make sure that you follow your own bylaws, even if it means holding an annual meeting with yourself. “Transparency is key. The government is doing a lot of audits these days. Make sure you document everything as it is happening,” she said.

Mr. Chase agrees, “The things you do now, early on--even when you are small--help you prepare for the future as you grow or even sell your business. Invest in proper books and documentation now, so that you save time and money down the road.”

Sterling Crockett, Vice-Chair, of the MCCC Small Business Committee summed it all up by adding, “Mistakes in the basics become bottom line diluters. Don’t just look at today, look down the road, and revisit frequently.”

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### **M&T's Trevor Garner Opens New Branch with County DED's Steve Silverman, MCCC's CEO Gigi Godwin, and M&T Top Brass**



(Pictured from L to R: **Peter Black**, Greater Washington Regional President, M&T Bank; **Dr. Jerry Morenoff**, Chairman, The Greater Bethesda-Chevy Chase Chamber of Commerce (Imagination Stage); **Sean Timms**, AVP Greater Washington Middle Market, M&T Bank; **Will Napper**, Branch Manager, M&T Bank; **John Powell**, Retail Regional Manager, M&T Bank; **Steve Silverman**, Director, Montgomery County Department of Economic Development; **Trevor Garner**, Administrative Vice President Regional Business Banking Manager, M&T Bank; **Gigi Godwin**, President & CEO, Montgomery County Chamber of Commerce; **Woody Collins**, Executive VP, Mid Atlantic Region, M&T Bank; **Drew McKone**, Retail Regional Sales Manager, M&T Bank; and **Phil Becker**, VP Business Banking, M&T Bank)

On Tuesday, May 19 MCCC Board Member Trevor Garner of M&T Bank was joined by Montgomery County Director of Economic Development Steve Silverman, MCCC’s CEO Gigi Godwin, and M&T Top Brass to cut the ribbon and officially open the new M&T Bank branch on Executive Blvd in Rockville, MD. M&T Bank has opened six new full-service branches in Montgomery County since November 2008.

"M&T Bank is continually growing its presence in the County and creating roots in the community," said Ms. Godwin. “We are pleased to have them as one of the Chamber’s key strategic partners.”

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## Transportation and Land Use Committee Tours ICC Route



(Pictured from L to R: **Barbara Wilkins**, Senior Counsel, Holland & Knight; and **Gus Bauman**, Vice-Chair MCCC Transportation and Land Use Committee and Of Counsel, Beveridge & Diamond, P.C.)



(Pictured from L to R: **Gene Counihan**, Commissioner, Washington Suburban Sanitary Commission; **Brian Levine**, Senior Director of Government Relations, Tech Council of Maryland; **Ken Reichard**, Montgomery County Field Director, Office of U.S. Senator Ben Cardin; **Lisa Fadden**, MCCC Vice President, Public Affairs; **Art Elgin, Jr.** Director, Jackson & Campbell, P.C.; **Ellen Bogage**, CEO, EB&A LLC; **Matt McInnis**, Assistant, Vice President, SunTrust; **Douglas Brown**, Senior Vice President, PNC Bank; **Rich Parsons**, President, Parsons & Associates; **Justin Hayes**, Associate, Linowes and Blocher LLP)



(Pictured from L to R: **Barbara Wilkins**, Senior Counsel, Holland & Knight; **Fred Hetzel**, Vice President–Land Acquisitions Director for Duball Land; **Odessa Phillip**, Community Liaison, ICC Project; **Kevin Woodley**, Financial Analyst, Duball, LLC; **Marie Kushlis**, Administrative Assistant, MCCC; **Gus Bauman**, Vice-Chair MCCC Transportation and Land Use Committee and Of Counsel, Beveridge & Diamond, P.C.; **Mitchell Yentis**, Vice President of Acquisitions and Finance, Duball, LLC; **Marc Dubick**, President, Duball, LLC; **Patrick L. O'Neil**, Principal, Lerch, Early & Brewer, Chtd.; and **James Auslander**, Associate, Beveridge & Diamond, P.C.)

On Tuesday, May 19 the MCCC Transportation and Land Use Committee toured construction of the 18.8 mile Intercounty Connector (ICC) route and learned more about the project. The ICC will link existing and proposed development areas between the I-270/I-370 and I-95/US 1 corridors within central and eastern Montgomery County and northwestern Prince George's County.

The ICC, which is the largest design-build project ever undertaken by the State, is broken up into five contracts (A-E) and is being built in stages. Contract A, which is a 7.2 mile stretch from I-270/370 to MD 97 (Georgia Avenue), is the first section scheduled for completion, in Fall 2010. The entire ICC route, which was first proposed in 1959, is scheduled to be completed in late 2011.

Approximately 20% of the project budget goes toward environmental stewardship, including wetlands creation and restoration, storm water management and stream diversions. For more information about the ICC Project visit [www.iccproject.com](http://www.iccproject.com).

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## Nancy Floreen Updates Legislative Affairs Committee on County Council Activities



(Montgomery County Councilmember Nancy Floreen updates the Legislative Affairs Committee)

Montgomery County Councilmember At-Large, Nancy Floreen spoke to the Legislative Affairs Committee on Friday, May 15 and gave an update on progress with the County budget and an overview of various programs.

Ms. Floreen chairs the Council's Transportation & Environment Committee and she acknowledged that transportation is always the "victim" when it comes to the budget. The state took \$34 million in Highway User Revenues from the County this year. "Unfortunately, there isn't state or local money available for the CCT or Purple line. Progress depends on new economic development and federal funding."

She recommended that the Chamber work to put a lock on transportation funds and MCCC Vice President of Public Affairs, Lisa Fadden, commented that MCCC had put forth legislation this year, sponsored by Brian Feldman, on the Transportation Trust Fund Protection Act but it was voted down. She urged the Chamber to continue their efforts on this matter because "Without increased revenues, there won't be funding available for the Purple Line or the CCT."

Councilmember Floreen is encouraged by the recent appointment of Steve Silverman as Director of the Montgomery County Department of Economic Development. "Steve is working to change how businesses perceive the County, and help to turn around our image." Lisa Fadden reiterated MCCC's position that the state and county DED, and County Executive Leggett "work together and be stronger advocates for not changing the rules of the game by raising and implementing new taxes on businesses."



**50<sup>th</sup> ANNIVERSARY ANNUAL DINNER**  
**Thursday, June 4, 2009**

**Bethesda North Marriott Hotel and Conference Center**

5701 Marinelli Road  
North Bethesda, MD

Reception  
6:00 p.m. to 7:00 p.m.

Dinner & Awards Ceremony  
7:00 p.m. to 9:00 p.m.

Business Attire

You are cordially invited to attend The MCCC 50<sup>th</sup> Anniversary Annual Dinner. Nearly 800 guests comprised of corporate leaders and elected officials will help us celebrate this very special occasion. Please join us as we:

- Welcome our new Chairman of the Board, William Eisig of BDO Seidman, LLP;
- Honor our outgoing Chairman, Dr. James S. Whang;
- Present the Legislator of the Year Award to US Congressman Chris Van Hollen (**sponsored by Sterling Construction Services, Inc.**);
- Inaugurate the Visionary Award (**sponsored by HSBC**) - Presented to an individual with the “creativity and perseverance to innovate, who embodies a generosity of spirit and has the passion to envision a place in which future generations can flourish and prosper in Montgomery County, Maryland;” and
- Install our Board of Directors for the coming year and thank those who served this past year.

[For More Information, Registration and Sponsorship Opportunities Please Click Here.](#)

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## CHAMBER AFTER HOURS

Eat + Drink + Network!

**This is your opportunity to meet and network with the MCCC Board of Directors!**

Join the MCCC for this special event that takes place directly following the MCCC Board of Directors Meeting at Smokey Glen Farm.

Wednesday, May 27

6:00 pm to 7:30 pm

Cost: Free to members, \$40 to non-members (non-refundable)

Pre-registration is required and registration closes this Monday, May 25th!

Contact: Linda Ekizian, 301-738-0015 Ext 241, [Lekizian@mcccmd.com](mailto:Lekizian@mcccmd.com) or [click here to register online](#)

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**LOCKHEED MARTIN CORPORATION**  
**Information Systems & Global Services (IS&GS)**  
**Business Area**  
**SUPPLIER INFORMATION SESSION**  
**Tuesday, June 9, 2009 at The Universities at Shady Grove**

**You are cordially invited to participate in a Lockheed Martin Corporation Supplier Information Session to be held June 9, 2009 from 7:30 a.m. to 12:00 p.m. at The Universities at Shady Grove. Pre-registration is required and the event is **free**.**

**Lockheed Martin Corporation's Supplier Information Session are two way forums offering suppliers the opportunity to learn about the Lockheed Martin Corporation Information Systems & Global Services (IS&GS) business area and for the Corporation to learn about potential new suppliers. Note: this information session is not a contracting meeting.**

**The second half of the Supplier Information Session consists of one-on-one matchmaking time allotments, approximately 10 minutes in duration per meeting, allowing your company to show its strengths to Lockheed Martin personnel. The deadline to register for the one-on-one matchmaking is May 30th, so register today!**

**[Click here to register for the event and fill out the Excel spreadsheet to be considered for a one-on-one matching session.](#)**

**For more information, please contact Barbara Ashe at 301-738-0015 x215 or email [bashe@mcccmd.com](mailto:bashe@mcccmd.com).**

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## There Are Many Ways to Get Involved

The Montgomery County Chamber of Commerce supports policies that will ensure our community's global economic competitiveness into the future. The policy priorities of the Montgomery County Chamber are set by the decisions of our four major policy committees: Economic Development and Education and Workforce Preparation Committee; Legislative Affairs; Small Business Committee; and Transportation and Land Use.

[Click here for schedule of upcoming committees and get involved today!](#)

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### *Upcoming Events . . .*

**Register Now:**

Wednesday, May 27 - 5:30 p.m. – 7:00 p.m. [Chamber After Hours](#) - directly following the MCCC Board of Directors Meeting (Smokey Glen Farm)

Thursday, June 4 - 6:00 p.m. – 9:00 p.m. [MCCC 50th Annual Dinner](#) (Bethesda North Marriott Hotel and Conference Center)

**G** Tuesday, June 9 – 8:00 a.m. – 12 Noon - [GovConNet Prime Opportunities with Lockheed Martin](#) (The Universities at Shady Grove)

**Save the Date:**

Tuesday, June 23 - 8:30 a.m. – 10 a.m. - [New & Prospective Member Orientation](#) (MCCC Board Room)

Monday, July 20 – Montgomery County Chamber Community Foundation Golf Tournament (Lakewood Country Club)

**G** = GovConNet

For more information on these and other Chamber events, visit our Web site at [www.montgomerycountychamber.com](http://www.montgomerycountychamber.com)