



Chamber in the News

October 1, 2009

State Senator Madaleno Discusses Maryland's Budget Shortfall at MCCC Legislative Committee Meeting



(L to R) Rich Madaleno, Maryland State Senate;
Georgette "Gigi" Godwin, MCCC President and CEO;
William Eisig, MCCC Chairman of the Board

Maryland State Senator **Rich Madaleno** visited the Montgomery County Chamber's Legislative Committee on Friday September 18th. Senator Madaleno presented to the committee the news on Maryland's ongoing structural deficit. While Maryland often tracks ahead of other States in measures like unemployment and personal income, Maryland's trend line now looks more like the national average, with personal income having declined between March 2009 and September 2009, the first time personal income has declined in Maryland in decades. Members of the Chamber took the opportunity to emphasize the importance of economic development and job attraction during this recessionary period to ensure that Maryland is well positioned as the nation emerges from the global recession.

MCCC GovConNet Launches New Initiative



Attention all Federal contractors! MCCC GovConNet has launched a new initiative called the Government Contracting Network Group (GCNG). GCNG is established exclusively for current Federal government contractors to promote **teaming strategies** and **procurement opportunities** via organized networking sessions and on-site visits with Montgomery County-based private Federal contractors. Programmed throughout the year, each session will feature a guest speaker from a prime or Federal Agency who will give a 15-minute presentation on a vital topic. Each session will allow time for participant introductions and networking.

Leading off the first GCNG is **John Zuccaro**, Senior Manager of Procurement for **Lockheed Martin Corporation's** Information Systems and Global Services. The topic is "Competitive Strategies for Teaming." It will take place on Thursday, October 29 from 8:00 AM - 10:00 AM at the Chamber. Registration is required and limited to 40 individuals. Participation is free for MCCC members and \$150 for non-members.

To register, [click here](#)

Next in line for the second GCNG is **Sam Sunukjian**, Vice President of **MAR, Incorporated** for the topic of "Cyber Security Teaming Opportunities". It will take place in November (TBA) from 8:00 a.m. - 10 a.m. at MAR's headquarters which is located at 1803 Research Blvd., Suite 204, Rockville, MD 20850. Breakfast will be served. Registration is required and limited to 40 individuals. Participation is free for MCCC Members and \$150 for non-members. Registration will open when the date is announced.

Chamber Hosts Informative Joint MCCC Policy Committee Meeting



(L to R) Sue Healey, MyEyeDr.; Ed Woods, TerpSys;
Mia Gill, C2 Portfolio Essentials

Best business practices to attract and retain employees was the subject of a joint MCCC policy committee meeting with the Education & Workforce Committee and the Small Business Committee on September 16.

Sue Healey, President of [MyEyeDr.](#) identified ways to support employees by crafting employee benefits based on workforce needs.

Ed Woods, President of [TerpSys](#) illustrated how a positive corporate culture can meet missions and boost employee morale and performance. Encouraging community involvement, celebrating personal milestones, and providing comfortable chairs were mentioned as ways to “do the right thing” to engage and reward staff.

Mia Gill, COO of [C2 Portfolio Essentials](#) advised how to attract top talent through productive and honest two-way interviews, to retain employees by establishing clear objectives and to treat all with dignity and respect.

All of the panelists agreed that businesses both large and small can implement many of these ideas, which don't have to cost a lot of money and can significantly improve your bottom line through employee retention.

Tim Nitti Discusses Corporate Relocations at Last Week's Economic Development Committee Meeting



(L to R) Mike Norico, MAR Inc.;
Georgette "Gigi" Godwin, MCCC President and CEO;
Tim Nitti, KLG Advisors;
William Eisig, MCCC Chairman of the Board;
William Robertson, Adventist Healthcare

Tim Nitti, of [KLG Advisors](#) attracted a large turnout for the MCCC Economic Development Committee meeting on Thursday September 17. As an expert who helps organizations relocate divisions or entire companies to new locations, Mr. Nitti noted that while the economic downturn has resulted in fewer projects, there are "plenty to go after." The reality of today is that heightened scrutiny exists at top levels of corporations to weigh re-location options. This means that corporate executives more often consider the political environments of communities and the stability of the economy in a location before moving. The DC Metro area has many advantages, including the exceptional talent pool, but as cost is now the primary factor driving corporate decision-making, we will often lose out to lower cost, high talent communities such as Raleigh-Durham or Austin.

Save the Date!

New & Prospective Member Orientation

Thursday, October 22, 2009

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

MCCC Business Awards Dinner

Wednesday, November 11, 2009

6:00pm - 9:00pm, Bethesda North Conference Center

36th Annual Public Safety Awards Luncheon

Friday, March 12, 2010

11:00am - 2:00pm, Bethesda North Conference Center

Visit www.mccc.md.com for more details.

New and Renewing Members

[WELCOME NEW MEMBERS](#)

[THANKS TO RENEWING MEMBERS](#)

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