



President's Report

MARCH 2011

Presidents since Franklin Roosevelt have prided themselves on what they got done in their first 100 days. Our Board isn't that self-conscious, but it is acting like it wants to get things done for Beltsville, thoughtfully and as quickly as possible.

It does recognize the Archimedes principle: "Give me a place to stand and I can move the earth." GBBA is that place to stand, the equivalent of a chamber of commerce in an unincorporated community.

What it wants to do is move Beltsville...forward! Action benefiting the business community has started the process and the board's record.

Business comes first. Read about some of the Board's actions in this month's flyer.

Community is a close second. Today's breakfast speakers are intended to begin an effort for GBBA to match in excitement and support the work of many proud Beltsville people and groups in advancing the interests of the community of Beltsville.

March 9th's Board Meeting

Announced a new GBBA mailing address, Among a flurry of start-up administrative matters.

The Greater Beltsville Business Association
P.O. Box 1878
Beltsville, MD 20704-1878.

(Note: Efficient **Irene**, in Bob Mignon's office, has agreed to check the mail regularly. So call her at 301-937-1904 if you are expecting mail to be sent to the P.O. Box. Minuteman Press is in the mall opposite the Post Office.)

Approved Report of Business Promotions Task Force, Peg Duchesne, Duchess Enterprise, chair, on plans to showcase Beltsville Business Association

and our members at Beltsville Day, May 15 and the participate in a similar manner at the Laurel Main Street Day (a week in advance of Beltsville Day) to announce and promote GBBA and its members. Bob Mignon, Membership Chair, has two Minuteman Press shops, one in Beltsville across from the Post Office and one on Main Street in Laurel. He has provided free space on the sidewalk in front of Laurel Main Street Office for GBBA to participate in this very large community event. Watch for more details on how your business can profit from participating in both.

Peg Duchesne also introduced **Glenn Garnes**, attorney, entrepreneur and the CEO of Village Connection Community News, a national effort, headquartered in Laurel and known to several board members. He is launching a new edition for Prince George's County businesses and offered a leadership role for GBBA and free membership in the company's Community Marketing System program for as long as companies continue as GBBA members (which normally carries a \$50 monthly fee – a real bargain for GBBA members). The program provides multiple levels of support for promoting their businesses, from an online community newspaper for Prince George's County exclusively, to automatic connection to social media coverage of their business as well a means for each member to support and work with their favorite Prince George's charity and its members. How's that for building a solid base for your business? A Howard County edition is prospering. Peg said she would manage the program for GBBA. Peg is working out details of a "Webinar" with Glenn providing start-up instructions tailored to Prince George's County for interested members in the near future.

The Board approved GBBA participation and invited Mr. Garnes to review the program at the end of the breakfast today and to stay to take questions from members afterward. He has also been invited to be our Breakfast speaker in April. You won't want to miss it.

Steps in Membership Drive. Bob Mignon, Minuteman Press, Membership chair, outlined initial membership drive details beginning with a list of attendees from last year's Beltsville Business Breakfast and approximately a 300 name list of Beltsville businesses, all grouped on the list by

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GBBA BOARD OF DIRECTORS



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Duchess Enterprise -- Peg Duchesne • A company that provides products and services that solve a problem or make life easier. Duchess Enterprise provides solutions. Duchess means Delivering Unique, Creative, Helpful, Efficient and Strategic Solutions! Contact Duchess today - she'll show you the way. 240-577-1236 • Also: See Board Listing.

High Road Upper School -- Keith White, Kevin Mattison and Howard Axelrod • A Nonpublic Special Education High School serving 70 students with emotional disabilities. We are proud to have partnerships with area businesses in which our students can strengthen and broaden their skill and knowledge base about the world of business. 301-210-4860 Ext 14 • 12050 Baltimore Ave., Beltsville, MD 20706 • Also: See Board listing.

Jackson-Shaw -- Tom Aylward • Architect & developer, Tom has life long connections to the area and Beltsville. While a student at the University of Maryland, what is now the Muirkirk MARC Station was then a car parts source. "I have been privileged to design many of today's Beltsville buildings and look forward adding to this vibrant community". 301-908-8417 • 4640 Forbes Blvd, Suite 150-B, Lanham, MD 20706 • Also: See Board listing.

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You have your elevator speech ready for Daily Business use?

Speeches • A Service to Members

New GBBA Members are featured this month.

and Register for breakfast early

your company appears here in April!

Joseph R. McCartin Insurance Co. -- Henry (Buddy) Clark, IV • Sells auto, home & business insurance with McCartin Insurance located in Beltsville for the past 28 years. Buddy has been in the business since 1991 and is an independent agent representing several competitive companies. Call Buddy for a quote on your insurance portfolio. 301-937-0400 • 5000 Sunnyside Avenue, Suite 200 • Beltsville, MD 20705 • Buddy@mccartin.com

Long & Foster Real Estate -- Sharon DeGrouchy • Realtor Specializing in Northern Prince George's, Montgomery and Howard Counties. 240-417-7364 • 12215 Torrey Pines Ter., (Cross Creek) Beltsville, MD 20706 • sharon.degrouchy@longandfoster.com

Minuteman Press – Bob Mignon • The combination of the quality that you associate with a large commercial printer and the convenience you enjoy with a quick printer together at Minuteman Press. For free quotes. 301-937-1904 • 10820-D Rhode Island Ave., Beltsville, MD 20706 • rmignon@minutemanpress.com
• Beltsville@minutemanpress.com • Also: See Board listing.

Prince George's Community Federal Credit Union. Beltsville Branch -- Cindy Prestandrea and Diane Brown • We are focused on exceptional service to the Beltsville community. The consumer and business products we offer our members are what distinguish Prince George's Community Federal Credit Union from other financial institutions in the county. We want to be your partner for financial success. 301-627-2666
• 6895 Muirkirk Meadows Drive, Beltsville, MD 20705 • www.princegeorgescfcu.org • Also see Board listings for Prestandrea and Brown.

Ready Real Estate WMA, LLC. -- Paul G. Zurkowski, Marketing Manager • Paula C. Zurkowski, with 15 years experience, owns brokerage firm in Silver Spring with agents covering Maryland, DC and Virginia. Her firm offers listings at 4.5% and offers buyers a buyer's rebate. Ask about it. 301-931-8222 • 12218 Torrey Pines Ter., Beltsville, MD 20705 • www.ReadyRealEstate.com

RE/MAX Advantage Realty and Beltsville Citizens Association -- Karen M. Coakley • In residential real estate for 27 years, specializing in 1st time buyers, investors and Senior housing in Prince George's Howard, Montgomery and Anne Arundel Counties. Also Chairs Beltsville Citizen Association.

Uphoto.com -- Fran and David Smith • Uphoto a professional digital imaging and photographic laboratory, offers a complete line of printing, framing, studio rental and other services. Photographers and businesses with photographic needs have found our lab services to be among the finest available anywhere. We work hard to maintain the highest quality standards. Owned and Cooperated in Beltsville by Fran and Dave Smith Uphoto since 1992. 301-937-5510 • 5005 Garrett Ave., Beltsville, MD 20705 • www.uphoto.com Also: See Board Listing.

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their street address to facilitate ease of contact by Committee members. Bob appeals to members to join his committee to help build the GBBA so it can do more for each of them and the business community. Bob was seen after the meeting at a Baltimore Avenue restaurant that will open a large patio for the purpose of getting dibs on the location for a date in May for the first GBBA networking and membership Happy Hour. Watch for date, time and location coming soon. Membership stands at the Board members plus **Karen M. Coakley**, Re/MAX Advantage, **Sharon DeGrouchy**, Long and Foster Real Estate, **Concetta Schwenz-Kirby**, Advanced Collision, LLC, and **Howard Axelrod**, third representative from High Road Upper School. Three companies plus nine board companies; total, month one: 12 member companies, estimated participating individuals from these company's, 20 or more.

GBBA's Treasurer, Cindy Prestandrea, Prince George's Community Federal Credit Union is building the first year's budget and promised to have it ready for the April board meeting. Her office will maintain the official membership records including invoicing, with the assistance of President Assistant, **Diane Brown**. She also reported **Debby Herbert**, EVP of the Credit Union will manage the breakfast arrangements with Cross Creek Club and will perform registration duties at the Breakfast today. Give her a warm greeting and thank you when you meet her. We owe a debt of gratitude

to Caroline Brenner, Chief of Staff for Senator Jim Rosapepe for more than a year's worth of effort managing the email of the program announcement, registration and more.

All Directors are working. Nine of a possible 10, directors and ex officio members, were on time for the March 9th board meeting. **Buddy Clark**, McCartin Insurance and GBBA Vice President, pitched in on Program committee along with **Fran Smith**, Uphoto; and volunteered to get everyone's name right in future publications by proofreading copy in advance. **Jay Williams**, Jay Williams Design Company, Communications Committee chair, burns the midnight oil to keep our website up to the minute (www.beltsvillebusiness.com) and to design and layout all printed materials. (Bob Mignon has been providing copying of all our printed materials, free of charge). Jay's has designed a newly revised GBBA logo for use in promotional materials, and has helped Peg Duchesne plan and promote the Laurel Main Street Day and Beltsville Day GBBA participation. **Keith White**, High Road Upper School, performs brilliantly as our recording secretary. **Tom Alyward**, our Development committee chair (and man about town we meet at meetings of other groups regularly) is constantly in email contact, but had a conflict for the board meeting time.

Paul G. Zurkowski

President
301-931-8222



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www.BeltsvilleBusiness.com