



# *GSSCC Weekly Update*

8601 Georgia Avenue, Suite 203, Silver Spring, MD 20910  
301-565-3777 • [info@gsscc.org](mailto:info@gsscc.org) • [www.gsscc.org](http://www.gsscc.org)

**February 3, 2014**

## **Don't Miss GSSCC's February Networking Breakfast**

... scheduled for 7:30 a.m. next Wednesday, February 12, at **Argyle Country Club**. We will honor the Montgomery County Police Officer of the Fourth Quarter for 2013 at this event. Click [here](#) to register by this Friday, February 7, and pay the early-bird admission price of \$20. Registrations received after February 7 will pay an additional \$10.

## **Don't Miss GSSCC's February Business-After-Hours...**

...from 5:30 p.m. to 7 p.m. on Wednesday, February 26, at **Fire Station 1 Restaurant**, sponsored by **Ackerman Security Systems**. Members and first-time prospects are admitted free; non-members pay \$40. Click [here](#) to register by Friday, February 21.

## **Put Your Business at Center Stage and in the Spotlight at GSSCC's 2014 SchmoopaPaloosa...**

...scheduled from 6 p.m. to 8 p.m. on Tuesday, March 25, at Silver Spring's most rockin' venue, **The Fillmore Silver Spring**. Tables are going quickly, so call now to claim yours and showcase your business to GSSCC members and guests. Last year's anniversary event attracted more than 200 guests. Plans are underway to expand the reach of this year's event as we extend invitations more widely throughout the community. Call Laura to reserve your table now. Click [here](#) to purchase tickets.

## **Calling All Duffers! It may be cold and raining outside today...**

...but visions of golf greens stir thoughts of warm, sunny days on the course, and now is the time to mark your calendar for **GSSCC's Annual Chamber Cup Business Golf Classic**, scheduled this year for Monday, May 19, at Argyle Country Club. Click [here](#) for details. Interested in helping plan for the event? Call the office to join the committee. The next meeting is at 9:30 a.m. on Tuesday, February 18.

## **Thanks for Renewing!**

GSSCC thanks the following companies for renewing their membership in January: **Costco-Wheaton; El Golfo Restaurant; Fenwick Beer & Wine; Kaplan University Rockville; M&T Bank; Metro 710 Apartment Homes; Summit Hills Apartments & Corporate Suites; USPS Silver Spring; Work Opportunities Unlimited; and Zipcar.**

## **Welcome New Members!**

Please join GSSCC in welcoming these new members from January: **Advance Business Systems; Batzel Law LLC; Burger-Fi Silver Spring; Keith R. Scott Associates, LLC; and PerSei Apartments at Pike and Rose.**

## **GSSCC MEMBER NEWS**

\* Congratulations to **Michael A. Hairston Fine Art & Custom Framing**, celebrating its 19th Anniversary in business this month! Located at 8395-G Colesville Road, the shop provides quality custom framing at an affordable price for prints, originals, degrees, and all manner of artistic expression. Watch this space for information about a birthday celebration later this month.

\* **The Daily Dish** (8301 Grubb Road) has something for everyone this Valentine's Day – a prix fixe menu with a wide array of dining options, and an Anti-Valentine's Day [menu](#) at the bar, featuring such specials as: "Love on the Rocks," "Shot Through the Heart," "Tainted Love," and "Love Stinks." To see both menus and make reservations, click [here](#).

\* **College Park Tennis Club**, home of some of the best coaches and top national and international junior players in the country, is offering GSSCC members a three-week session of free weekly group lessons. During the three-week session, students have full membership privileges including yoga, fitness, and ball machine use. Those who choose to continue playing tennis at CPTC will receive 50% off the next nine week group lesson and/or preferred pricing for a 12-month membership. Registration is on a first come, first serve basis, and space is limited. For

details about the offer, click [here](#). For more information, contact John Borden at [jborden@cptennisclub.com](mailto:jborden@cptennisclub.com) or 301.779.8000.

*See your company's news here! GSSCC would be pleased to highlight news from our member companies in this section of the weekly e-news. Simply send us your information before close of business each Friday.*

### **Want to "Stand out in the Crowd" at the Next GSSCC Networking Breakfast?**

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### **GSSCC Member\$ave on Office Supplies, Credit Card Processing & Shipping**

Don't forget to check out GSSCC's new and exciting benefit for members. "GSSCC Member\$ave" will save your business on these services: credit card processing through **First Merchant Services**, office supplies through both **My Office Products** and **Office Depot**, and shipping with UPS. Click [here](#) to start saving now.

### **GSSCC's February Committee Meetings**

- \* **Major Events Committee** – 9 a.m. on Tuesday, February 11
- \* **Golf Committee** – 9:30 a.m. on Tuesday, February 18
- \* **Economic Development Committee** – 9 a.m. on Thursday, February 20 – Presentation on Holy Cross Hospital expansion
- \* **Government Affairs Committee** – noon on Monday, February 24 – Meeting with MD General Assembly Delegate Sheila Hixson (Note: meeting moved from Friday, February 7, to accommodate Del. Hixson and the Montgomery County delegation meeting schedule.)
- \* **Membership Committee** – 9 a.m. on Tuesday, February 25

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### **Volunteers Sought for Mock Interviews**

The Montgomery County Center for Cultural Diversity is seeking business people who are willing to conduct mock or informational interviews at their offices with students in the County's "Job Search Workshop for Non-Native English Speakers Who Are Looking for Employment." Students in the class have a high-intermediate or advanced level of English, and have some computer skills. Interested businesses should contact Judith Johnson at 240-777-4940.

### **County Office of Consumer Protection Warns Caution when Returning Missed Calls**

The Montgomery County Office of Consumer Protection (OCP) has issued a warning, advising consumers to hesitate before calling an unknown number on their cell phones. They report that scammers are calling local mobile phone users, but hanging up before the call is answered. Believing that a friend or family member has called, the mobile phone owner then returns the call only to be slammed with international fees for as much as \$19.95 in addition to minute charges of \$9.00 per minute. All the mobile phone owner hears when returning the call is music or an advertisement, as the scammer charges access fees to the phone. To prevent falling victim to this scam, the OCP advises mobile phone owners: "to return only calls to known telephone numbers; to do an internet search of the calling number before returning the call; to contact their wireless provider and ask about blocking certain calls; and to remember that a legitimate caller will call back."

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**Business Partners** – AFI Silver Theatre; Bud Miller Associates, Inc.; Digital Industry; Discovery Communications; EagleBank; The Fillmore Silver Spring; Holy Cross Hospital; Lerch, Early & Brewer, Chtd.; Linowes & Blocher LLP; M&T Bank; The Tower Companies (The Blairs); United Therapeutics Corp.; Washington Property Company.

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**February 10, 2014**

## **Latest Forecast Shows the Snow Holding out until Wednesday Evening....**

...so come on out for GSSCC's February Networking Breakfast, scheduled for 7:30 a.m. this Wednesday, February 12, at **Argyle Country Club** (14600 Argyle Club Rd.). We will honor the Montgomery County Police Officer of the Fourth Quarter for 2013 at this event. Click [here](#) to register.

## **Register Today for GSSCC's February Business-After-Hours. . .**

. . .from 5:30 p.m. to 7 p.m. on Wednesday, February 26, at **Fire Station 1 Restaurant**, sponsored by **Ackerman Security Systems**. Members and first-time prospects are admitted free; non-members pay \$40. Click [here](#) to register by Friday, February 21.

## **Don't Miss the Opportunity to Put Your Business at Center Stage at GSSCC's 2014 SchmoorzaPalooza. . .**

. . .scheduled from 6 p.m. to 8 p.m. on Tuesday, March 25, at Silver Spring's most rockin' venue, **The Fillmore Silver Spring**. Tables are going quickly, so call now to claim yours and showcase your business to GSSCC members and guests. Last year's anniversary event attracted more than 200 guests. Plans are underway to expand the reach of this year's event as we extend invitations more widely throughout the community. Call Laura to reserve your table now. Click [here](#) to purchase tickets.

## **GSSCC Energy Co-op Offers Green Energy Alternative**

If your business was among those being returned to regular utility service as a result of the recent closing of Clean Currents, GSSCC can get you back on board with another "green" alternative. Former Clean Currents customers have until February 20 to select a new third party supplier to avoid the utility service's higher default rate. Through GSSCC's energy partner, CQI, members can become part of the Chamber's energy co-op that provides both standard or green electricity and natural gas. Rates are reported to be extremely favorable at this time, and switching over to the chamber's program is quite easy. Simply click [here](#), complete the application, and forward it, along with a full copy of your recent utility bill, to 410-747-4752 (fax) or [joe@cqiassociates.com](mailto:joe@cqiassociates.com) (email). Mail the originals to the chamber office. There is NO application fee required. If you have any questions please contact Joe Tabelaing at 443-472-3870 or email.

## **Silver Spring Voted "Most Exciting"**

Real estate trend-mapper Movoto recently put together its list of America's most exciting suburbs. Virginia and Maryland had several mentions, but the highest ranking for a D.C. suburb was Silver Spring at 13th. Alexandria came in 16th. Interestingly, both Bethesda and Arlington were not included in the list.

## **GSSCC MEMBER NEWS**

\* To help businesses get ready for GSSCC's SchmoorzaPalooza, **Speedpro Imaging - Silver Spring** is offering GSSCC members 20% off our regular prices for tabletop retractable banners, mounted posters, and banners. **Speedpro** is also offering 10% off all table throws with the order of any other items. This offer is good for all orders placed through March 7. Click [here](#) for details.

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### **Interested in Doing Business with Montgomery County's Public Safety Departments?**

Make plans to attend a free open house from 10 a.m. to noon on Wednesday, February 26, at 100 Edison Park Drive, Gaithersburg, MD. Montgomery County agencies participating include: Departments of Police; Fire and Rescue Services; Correction and Rehabilitation; Emergency Management and Homeland Security; General Services; Economic Development; and the Sheriff's Office. Among services currently on contract are: information technology products/equipment and services/solutions; professional and consulting services accountants, contract specialists, IT professionals; uniform tailoring and alteration; cleaning, decontamination and sanitizing of vehicles and buildings; animal control related products and services (vet services, animal food, etc.); promotional items; homeland security and public safety equipment; lab equipment and supplies, evidence packaging supplies; event planning consultants. For information contact the Office of Business Relations and Compliance, Department of General Services at 240-777-9913 or [obrc@montgomerycountymd.gov](mailto:obrc@montgomerycountymd.gov).

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**February 18, 2014**

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## **Calling All Duffers! The Greens Are Still Covered with Snow, but...**

...it's not too early to make plans for the **GSSCC's Annual Chamber Cup Business Golf Classic**, scheduled this year for Monday, May 19, at Argyle Country Club. Click [here](#) for details. Committee members will be calling in the coming weeks to sign up your sponsorships and foursomes. Not a golfer? Consider a hole sponsorship, or volunteer to help at the event and make a connections with the golfers.

## **Confirmed: Silver Spring IS the Coolest Suburb**

The votes are in and *Curbed* readers agree with *Movoto* that D.C.'s most exciting suburb is, indeed, Silver Spring. *Curbed* is yet another e-zine that reports on sales and rental prices, new developments, neighborhood trends, and celebrity deals. The vote really wasn't even close. After 1,271 votes had been cast, Silver Spring won with 43.4 percent of the vote. Its closest competitor, Arlington, was more than 200 votes behind. See the full article [here](#).

## **GSSCC MEMBER NEWS**

\* Consider **Center for Arts & Media (CAM)** for your next event. With its large photography studio, recording studio, and now huge multi-use event space, CAM has played host to weddings, kiddie parties, book releases, fashion shows, listening parties, seminars, performance events, yoga, dance, and fitness classes. For availability and details, email [centerforartsandmedia@gmail.com](mailto:centerforartsandmedia@gmail.com).

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**February 24, 2014**

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...from 5:30 p.m. to 7 p.m. this Wednesday, February 26, at **Fire Station 1 Restaurant**, sponsored by **Ackerman Security Systems**. Members and first-time prospects are admitted free; non-members pay \$40. Click [here](#) to register.

## **New to GSSCC, or Looking to Get the Most from your Membership? Join Us for GSSCC 101**

Whether you are a new GSSCC member or an established member looking to get the most from your membership investment, plan to attend **GSSCC 101** to learn how you can put your Chamber membership to work for you. Scheduled from **8:00 a.m. to 10:00 a.m. on Wednesday, March 5, at Eggspectation**, this free breakfast event is first-come-first-served and by advance reservation only. Sign up today and learn more about how to maximize your membership investment and more. Hear details about the various committees and task forces actively promoting business issues to decision-makers, upcoming events and networking opportunities for Chamber members, and Chamber programs that help you promote your business. Call 301-565-3777 or respond to this email by close of business this Friday, February 28, to register.

## **Register NOW and You Could Win a Grand Prize at GSSCC's 2014 SchmoorzaPalooza...**

...scheduled from 6 p.m. to 8 p.m. on Tuesday, March 25, at Silver Spring's most rockin' venue, **The Fillmore Silver Spring**. Click [here](#) to purchase your admission by March 4, and your name will be entered into a drawing for this year's Grand Prize. Thanks to **Statland & Katz Insurance**, our *Welcome Sponsor*, and almost 30 other exhibitors already signed on for this event. Want to showcase your business? Call Laura in the Chamber office to get one of the few remaining tables.

## **Make Plans Now for GSSCC Golf in May**

The 2014 GSSCC Golf Committee is already planning for this year's **GSSCC's Annual Chamber Cup Business Golf Classic**, scheduled for Monday, May 19, at Argyle Country Club. Click [here](#) for details. Committee members will be calling in the coming weeks to sign up your sponsorships and foursomes. Not a golfer? Consider a hole sponsorship, or volunteer to help at the event and make a connections with the golfers.

## **Annapolis Update**

The Maryland General Assembly is just more than half way through its 2014 session with a total of 1,074 bills introduced in the Senate and 1,494 in the House of Delegates. GSSCC is following legislation in several categories that will affect business in greater Silver Spring. These include measures to reduce the corporate tax, recouple Maryland's estate tax with the Federal estate tax, institute combined reporting, remove the sunset from a provision that expanded opportunities for small businesses to bid on state contracts, authorize local jurisdictions to set up local taxes to pay for major transit projects instead of sharing the costs of those projects statewide, increase the statewide minimum wage, and require employers to provide paid sick and safe leave for all employees. Here's an update on some of those measures.

## **\* Combined Reporting is Back... Again**

Legislation to impose a system of mandatory unitary combined reporting for corporate income taxes has been introduced again this year. At least two separate bills address this. [HB1298/SB395](#) dubbed the "Business Relief and Tax Fairness Act of 2014," is supported by these Montgomery County legislators: Senators Forehand, Frosh, Kelley, Madaleno, Manno, Montgomery, and Raskin, and Delegates Luedtke, and Mizeur. The so-called Main Street Employer Tax Rebate bill [HB887](#), introduced again by Delegate Mizeur and supported by Delegates Cullison, Gutierrez, A. Kelly, Lee, and Luedtke, is, in reality another combined reporting bill. GSSCC has long opposed implementing combined reporting in Maryland for several reasons: It would impose a \$153 million tax increase on Maryland businesses at a time when companies are struggling to maintain their current levels of employment and would affect businesses both large and small that have any operations out of the state. None of Maryland's



competitor states has enacted a combined reporting tax system and DBED's own website touts the fact that Maryland has "no unitary tax on profits." This bill would be giving Virginia and other neighboring states yet another advantage in business location competition. And finally, after two years of study, the Business Tax Reform Commission voted overwhelmingly that the General Assembly should not adopt a system of combined reporting at this time. GSSCC submitted a letter in opposition to HB887, which will be heard this week. We will submit a letter in opposition to HB1298/SB395 before next week's hearings.

\* **Bills Would Make Local Jurisdictions Bear Costs of Major Transit Improvements**

Legislation ([HB1279/SB627](#)) has been introduced that would allow localities to increase property taxes in order to pay for specific projects. The purpose of this bill is to place the burden for major transit improvements on the residents and business of the local jurisdictions they serve, not recognizing that these projects benefit the entire state. In its letter opposing these bills, the Chamber pointed out that Montgomery County is the economic engine of the State of Maryland, contributing a much larger share of the taxes that fund programs statewide than what our residents receive back in local government services. We argued that, if enacted, this legislation would shift most of the tax revenue burden onto commercial property owners and their tenants, at a time when we are experiencing historically high commercial vacancy rates and many businesses are still struggling to come out of difficult economic times.

\* **Bill Would Require Employers to Provide Paid Sick Leave to All Employees**

[HB968/SB753](#) would require employers with 9 or more employees to provide paid sick and safe leave. If the employer has less than 9 employees, the employer is required to provide unpaid sick and safe leave. The bill specifically requires that each employee: (1) earn one hour for every 30 hours worked, up to 56 hours (7 days) per year; (2) be allowed to take up to two days of leave without documentation; (3) be allowed to use sick and safe leave to obtain preventative medical care; and (4) be allowed to use sick and safe leave to tend to matters related to domestic violence, i.e. court dates; (5) be reinstated for all unused leave if the employee leaves and returns within 12 months of departure. Montgomery County legislators pushing this legislation include: Senators Forehand, Frosh, King, Madaleno, Manno, Montgomery, and Raskin, and Delegates Barkley, Cullison, Dumais, Fraser-Hidalgo, Gilchrist, Gutierrez, Hixson, Hucker, Kaiser, A. Kelly, Lee, Luedtke, A. Miller, Mizeur, Reznik, Simmons, Waldstreicher, and Zucker. Despite the good intent behind this legislation, the Chamber is concerned that it will create a lot of costly intended and unintended consequences for businesses. The bill, also, does not include any provisions to address or prevent abuse or fraud and there are several provisions that conflict with the current Family Medical Leave Act.

**New Member-to-Member Discount**

Chamber members support each other by doing business with fellow members and by offering their colleagues special deals and discounts. Adding to the growing list of Member-to-Member discounts are two new ones this week.

- **The College Park Golf & Tennis Club** offers GSSCC members an additional 25% the current promotional price for its annual membership package. GSSCC members pay only \$885 for the normally \$2,500 membership package, which is currently discounted for the public to \$1,140. Contact Vijay Paul, Management Associate, at [vpaul@jtcc.org](mailto:vpaul@jtcc.org) or call (301)779-8000.
- **Caring Transitions of Silver Spring** is offering GSSCC members \$200 off services, including decluttering projects, packing, downsizing, moves, estate sale, space planning and more (offer good through December 2014). Contact Robert Ray at [rray@caringtransitions.net](mailto:rray@caringtransitions.net) or (301) 593-5433.

To add your discount to the Chamber's Member-2-Member Discount program and offer GSSCC Members your products, click [here](#).

**GSSCC MEMBER NEWS**

\* Congratulations to **Scott Kushnier** and his firm **H Street Business Solutions**, celebrating 10 years in business this month.

\* **The College Park Tennis Club (CPTC)** has created a partnership with the University of Maryland Golf Course (UMDG) to form the "College Park Golf & Tennis Club." Silver Spring Chamber of Commerce members will have full access to the best tennis and fitness facility in the area and one of the top 30 collegiate courses in the country at very affordable prices.

\* **Apex Home Loans, Inc.**, the largest independently owned and operated mortgage bank headquartered in Montgomery County, has announced a major expansion with the addition of a lending team and establishment of a

new branch in Howard County. The move elevates Apex from a strictly local brand to a more regional one, and as part of the expansion includes adding branches in Delaware and New Jersey along with licensing in Pennsylvania. *See your company's news here! GSSCC would be pleased to highlight news from our member companies in this section of the weekly e-news. Simply send us your information before close of business each Friday.*

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### **GSSCC's Committee Meetings in February and March**

- \* **Membership Committee** – 9 a.m. on Tuesday, February 25
- \* **Major Events Committee** – TBD
- \* **Golf Committee** – 12:30 p.m. on Thursday, March 13
- \* **Economic Development Committee** – 9 a.m. on Thursday, March 20
- \* **Government Affairs Committee** – 9 a.m. on Friday, March 21 – Guest is newly appointed Interim District 5 Councilmember Cherri Branson

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