



***Mission Statement: "Bringing Business and the Community Together"***

**OFBPA Membership Kick-Off  
"After the Holidays" Networking Social**

January 16<sup>th</sup>, 2013

4:30PM – 6:00PM

**Re/Max Office= Perry Hall**

9414 Belair Road (21236)

SANDWICHES, SNACKS and DESSERTS served

***Cost \$10 for all non- members. FREE to all paid members/renewals  
Membership dues accepted onsite.***

**What's inside?**

- **Presidents Message**
- **Calendar of Meetings and Events**
- **Current Membership List**
- **Eastside Shelter Collection Item –See Immediate Need List**
- **What's Happening/Upcoming Events**
- **Excerpt from Sam's Club Newsletter**

**Help promote OFBPA with a brochure holder!**

We are looking for business that can host our new OFBPA FYI trifold brochure!



**President's Message:**

**HAPPY HOLIDAYS!** What a year it has been for the OFBPA. We were extremely busy and have made so many new business friends this past year. Your Board of Directors is looking forward to bringing you even more in 2013. I would like to take this time to say thank you to all our board members who are all volunteers committed to this organization. Nothing "just happens". All meetings, guest speakers and events all take time to plan on your behalf. So the next time you see Sharon, Darlene, Dave, Terence, Kim, Auggie, Karrie, and Lisa, please say thank you! Get well wishes to our newsletter chair, Terence who has been suffering with some serious health issues the past few months!

**What did you miss this past year? We're you there??** We kicked off January, 2012 with an "After the Holidays, Membership Kick-Off, and Networking Social at Skipjack's. We kicked off our partnership with the **Baltimore County Eastside Shelter** at **White Springs Townhomes** (meeting) in February and were part of the Merchant Meeting at **White Marsh Mall** in March. We hosted our 1<sup>st</sup> annual NE Business 2 Business Expo in April and toured **Oakcrest Village's** Care Facility in May. June took us to the **Maryland School for the Blind** a few days before they started their new state of the art facility. July took us to **HealthPlan Headquarters** and we brought in August with our Business Corridor Walk. August got cancelled due to a power outage. September took us to **Fairmount Federal Savings Bank** where we hosted our largest meeting all year. In October we networked with Perry Hall, Parkville, and Pulaski Highway Business Associations for a fun night at Skipjack's. Our October meeting was at **Eastern Savings Bank** followed by our centerpiece workshop meeting at **Perry Hall Florist**.

**Where will we be in 2013?? YOU tell us!** We are looking for business to host a meeting (approx. 10-15). Meetings can be held from 7:30 – 9:00 am or 4:30- 6:00 pm. Before work and right after work seem to be working best for our attendees. **All meetings are open and all business and community leaders are invited to attend. Bring business cards to share!**

**Join us for our Membership Kick-Off "After the Holidays" Networking Social on Wednesday, January 16th at 4:30 pm at Re/Max American Dream located at 9114 Belair Road in Perry Hall. SANDWICHES, SNACKS and DESSERTS served**  
***Cost \$10 for all non- members. FREE to all paid members/renewals***  
***Membership dues accepted onsite.***

All newsletter articles are due by the last Friday of each month. Forms for promoting your business or your event are available on our website. For all events, membership FYI and meeting updates visit our website at [www.ofbpa.com](http://www.ofbpa.com)

***Have a Wonderful New Year!***  
***Donna Bethke, President***



## 2012 Calendar of Events

**Feb 11<sup>th</sup> – Board Meeting**  
**Feb 20<sup>th</sup> – general meeting**  
**April 17<sup>th</sup> – Expo (no meeting)**  
**June 19<sup>th</sup> –general meeting**  
**Aug 21<sup>st</sup> – general meeting**  
**Oct 16<sup>th</sup> – general meeting**

**April 8<sup>th</sup> – Board Meeting**  
**March 20 –general meeting**  
**May 15<sup>th</sup> – general meeting**  
**July 17<sup>th</sup> – general meeting**  
**Sept 18<sup>th</sup> –general meeting**  
**Nov 20<sup>th</sup> – general meeting**

**Notes:** Most meeting times will be 4:30-6 pm with an occasional 7:30 am- 9 am (depending on host)  
**All meeting places are subject to change ...updates will be posted on our website and all members will receive an email reminder about each meeting/event.**

## MEMBER CORNER

### 63 members in 2012

Academy Animal Hospital	Rick Lewis, D.V.M	<a href="mailto:petlove@academyhospital.com">petlove@academyhospital.com</a>
Advantage Lawn & Landscaping, Inc.	Dan Trupia	<a href="mailto:Dan@AdvantageLawnandlandscaping.com">Dan@AdvantageLawnandlandscaping.com</a>
Adventure Dental	Kelly Nichols	<a href="mailto:knichols@adventurebaltimore.com">knichols@adventurebaltimore.com</a>
Amica Mutual Insurance Company	Kim Durham	<a href="mailto:kdurham@amica.com">kdurham@amica.com</a>
Applied Bookkeeping Solutions	Rhonda Lingham	<a href="mailto:a.booksolutions@gmail.com">a.booksolutions@gmail.com</a>
Armed Forces Directory	Charles H. Austin;	<a href="mailto:c.austin@brac-military.org">c.austin@brac-military.org</a>
Avon Independent Sales Representative	Donna Bethke	<a href="mailto:ptavon@comcast.net">ptavon@comcast.net</a>
Baltimore Elite Martial Arts Academy, Inc.	Rick Hammond	<a href="mailto:Info@bema.com">Info@bema.com</a>
Bay View Homecare, Inc.	Dan McLaughlin	<a href="mailto:dan@bayviewhomecare.com">dan@bayviewhomecare.com</a>
Belair-Fowler, LLC c/o O'Brecht-Riehl & Pinkard Properties	Robin A. Demarco	<a href="mailto:robin@ORandP.com">robin@ORandP.com</a>
Belmont Financial Partners, LLC	Terence K. Manuel	<a href="mailto:terence@belmontfinancialpartners.com">terence@belmontfinancialpartners.com</a>
Beltone Audio Services	Tom Fisher; Robert Baker	<a href="mailto:audioservices@yahoo.com">audioservices@yahoo.com</a>
Brightview White Marsh Assisted Living	Chanell Speight	<a href="mailto:cspeight@bvsl.net">cspeight@bvsl.net</a>
Cake & Wedding Cottage	Tammy Mansberger	<a href="mailto:sales@cakeandweddingcottage.com">sales@cakeandweddingcottage.com</a>
Carrollton Mortgage Services	Shawn Jensen	<a href="mailto:sjensen@carrolltonbank.com">sjensen@carrolltonbank.com</a>
Costco Wholesale 208	Karen Ervin	<a href="mailto:w208mkt01@costco.com">w208mkt01@costco.com</a>
Decorative Painter	Sharon Kozlowski	<a href="mailto:sharonkozlowski8@gmail.com">sharonkozlowski8@gmail.com</a>
Destinations Credit Union	Carol Szaroleta	<a href="mailto:carol@destinationscu.org">carol@destinationscu.org</a>
Eastern Savings Bank	Darlene Conner	<a href="mailto:dconner@easternsavingsbank.com">dconner@easternsavingsbank.com</a>



Elmwood Elementary School	Susan Ward	<a href="mailto:Sward@bcps.org">Sward@bcps.org</a>
Escapade Promotions	Lisa Gaskill	<a href="mailto:lisa@escapadeadvertising.com">lisa@escapadeadvertising.com</a>
Eyefit Vision Center (formerly United Optical)	Angela Lankford	<a href="mailto:angela_lankford@UHC.com">angela_lankford@UHC.com</a>
Fairmount Bank	Dawn M. Cerino	<a href="mailto:dcerino@fairmountbank.com">dcerino@fairmountbank.com</a>
Ferretto Eldercare Consulting	Mary Faith Ferretto	<a href="mailto:maryfaith@ferrettoeldercare.com">maryfaith@ferrettoeldercare.com</a>
Fullerton Self Storage	Karrie Barresi	<a href="mailto:fullertonselfstorage@mindfulstorage.com">fullertonselfstorage@mindfulstorage.com</a>
Hamilton Federal Bank	Angel Clingerman	<a href="mailto:aclingerman@hamiltonfsb.com">aclingerman@hamiltonfsb.com</a>
Health Plan HQ	Suzanne Thompson	<a href="mailto:Katrina@HealthPlanHQ.com">Katrina@HealthPlanHQ.com</a>
Heritage Properties, Inc.	Peter A. Waldron	<a href="mailto:pwaldron@hpimd.com">pwaldron@hpimd.com</a>
Johns Hopkins Bayview Medical Center	Tom McLhinney	<a href="mailto:TMcLhin1@JHMI.edu">TMcLhin1@JHMI.edu</a>
JP Cleaning Company	Jeffrey A. Pozdena	<a href="mailto:O5clemson@msn.com">O5clemson@msn.com</a>
Justified Electrical Services	Janine Pfeiler	<a href="mailto:justifiedelectrical@comcast.net">justifiedelectrical@comcast.net</a>
Ken W. Neibaur	Anne Neibaur	<a href="mailto:taxloan3970@verizon.net">taxloan3970@verizon.net</a>
Kiwanis Club of Parkville, Inc.	Jerry Dohmeier	<a href="mailto:captkirk061840@verizon.net">captkirk061840@verizon.net</a>
Law Offices of Nomiki Bouloubasis Weitzel & Associates, LLC	Nomiki B. Weitzel	<a href="mailto:nbwoffice@aol.com">nbwoffice@aol.com</a>
Melvin's Tire & Auto Service, Inc.	Joseph A. Melvin	<a href="mailto:Melvinstire@verizon.net">Melvinstire@verizon.net</a>
MetLife*	Mark A. Rossbach	<a href="mailto:mrossbach@metlife.com">mrossbach@metlife.com</a>
Mr. B's Tattoos , LLC	Robert Smith	<a href="mailto:kickinlikekungfu@aol.com">kickinlikekungfu@aol.com</a>
Morinda Bioactives	Valentina Insley	<a href="mailto:valainsley@aol.com">valainsley@aol.com</a>
M & T Bank	Gail D. Banks	<a href="mailto:gbanks@mtb.com">gbanks@mtb.com</a>
Nextcar All Vehicle Rentals	Dennis Boucher	<a href="mailto:Dennis_@nextcar.com">Dennis_@nextcar.com</a>
Overlea Community Association	Norma Secoura	<a href="mailto:norma.secoura@comcast.net">norma.secoura@comcast.net</a>
Overlea Fullerton Senior Center	Patti McDonnell	<a href="mailto:overleaSC@baltimorecountymd.gov">overleaSC@baltimorecountymd.gov</a>
Patapsco Bank	Gloria Bondura	<a href="mailto:gbondura@patapscobank.com">gbondura@patapscobank.com</a>
Perry Hall Chiropractic & Physical Therapy	Dennis Travagline	<a href="mailto:PHChiroMD@aol.com">PHChiroMD@aol.com</a>
Perry Hall Florist	Kathy Sanner	<a href="mailto:PerryhallFlorist@yahoo.com">PerryhallFlorist@yahoo.com</a>
Point Breeze Credit Union	Genie Briggs	<a href="mailto:hKlarman@pointbreezecu.com">hKlarman@pointbreezecu.com</a>
Prudential Financial	Brian W. McCully	<a href="mailto:Brian.McCully@prudential.com">Brian.McCully@prudential.com</a>
Re/Max American Dream	Auggie Chesser	<a href="mailto:auggieC@remax.net">auggieC@remax.net</a>
Rosedale Branch - Baltimore County Public Library	Theresa Murphy	<a href="mailto:tmurphy@bcpl.net">tmurphy@bcpl.net</a>
Rosedale Federal Saving & Loan Association	Allison Murray	<a href="mailto:dmoos@rosedalefederal.com">dmoos@rosedalefederal.com</a>
Servpro of Perry Hall/White Marsh	Debbie Rappazzo	<a href="mailto:servpro8771@comcast.net">servpro8771@comcast.net</a>
Slavie Federal Savings Bank	Lalita Prabhakar	<a href="mailto:l.prabhakar@slavie.com">l.prabhakar@slavie.com</a>
St. Michael's the Archangel	Corinna Sibiski	<a href="mailto:csibiski@smoverlea.org">csibiski@smoverlea.org</a>
State Farm Insurance / Jim McCray	Jim McCray	<a href="mailto:jim@jimccray.com">jim@jimccray.com</a>
Stephen Verch, Esq.	Steve Verch	<a href="mailto:stevetheatty@yahoo.com">stevetheatty@yahoo.com</a>
Stingray Social Media Services	David Foertsch	<a href="mailto:davidfoertsch@stingraysocial.com">davidfoertsch@stingraysocial.com</a>

Streakfree Products	Nancy Bagley	<a href="mailto:streakfreeproducts@comcast.net">streakfreeproducts@comcast.net</a>
The Clip Joint, Inc.	Florence A. Wells	<a href="mailto:florenceawells@verizon.net">florenceawells@verizon.net</a>
The Maryland School for the Blind	Dotty Raynor	<a href="mailto:DottyR@Mdschblind.org">DottyR@Mdschblind.org</a>
The Pinder Legal Team	Jason A. Plotkin	<a href="mailto:jplotkin@pinderlegalteam.com">jplotkin@pinderlegalteam.com</a>
USB Payment Processing	Jesse D'Alonzo	<a href="mailto:jdalonzo@usbne.com">jdalonzo@usbne.com</a>
Waterman's Pride Seafood	Christina Barcikowski	<a href="mailto:WatermansPrideSeafood@gmail.com">WatermansPrideSeafood@gmail.com</a>
White Springs Crossings	Rachael Waters	<a href="mailto:rwaters@tristarmgt.com">rwaters@tristarmgt.com</a>

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**EASTSIDE SHELTER--- IMMEDIATE NEED LIST**

The shelter houses 125-140 women and children on a regular basis and relies heavily on donations by the community. The OFBPA is proud to partner with the Eastside Shelter and will coordinate a monthly collection effort to help those less fortunate. All items from our monthly list or the shelter wish list are welcome at any time.

**GIFT CARDS/CASH FOR MILK and any/all types of juices including individual juice boxes and canned/bottled juice are sorely needed!**

**Current Immediate Need:**

- Adult Toothbrushes
- Dish Detergent
- \*Depends adult size
- \*Diapers – all sizes
- \*Bleach Tablets for Rinse Water (DiPalo's)

**January....FILL-A-Tote Month  
ITEMS NEEDED for the EASTSIDE SHELTER**

The shelter houses 125-140 women and children on a regular basis and relies heavily on donations by the community. The OFBPA is proud to partner with the Eastside Shelter and will coordinate a monthly collection effort to help those left fortunate. All items from our monthly list or the shelter wish list are welcome at any time. Items may be brought to any event/meeting or dropped off at the shelter directly. Please mark OFBPA and attention Charmaine.

- ❖ 30 gallon tote –any color except clear
- ❖ Bath towel
- ❖ Soap – bar or liquid
- ❖ Razors for male or female
- \*18 gallon totes- any color except clear
- \*Wash cloth
- \* Deodorant for male or female (any brand name);
- \*Toothpaste
- \*Shampoo and conditioner (regular size bottle)
- \*Toothbrush (child and adult)

**Immediate Needs also include**

- ❖ Latex gloves – large
- \*Medium size trash bags
- \*Always maxi pads
- \* Baby wipes

**In advance we thank you for your support! For questions, please contact Donna Bethke at 410-665-6551 or [ptavon@comcast.net](mailto:ptavon@comcast.net) or visit [www.ofbpa.com](http://www.ofbpa.com)**





**OFBPA brings smiles to the Eastside Shelter with Teddy Bears.**

**Thanks to everyone who donated bears to the children of the Eastside Shelter. Some of the children helped us show off the adorable bears, which are part of Avon’s Community Outreach Project. Asst. Director Yvette, Lidia Ferrara of USB and me are pictured in the back row. The bears will help make this Christmas special.**

# of Bears	Business Name	Name
1	Fairmount Bank	Dawn Cerino & Linda Warren
1		Joe Bonanno
1	Overlea Fullerton Recreation Council	Children's Dance Program
1	Overlea Fullerton Recreation Council	Adult Fitness Program
1		Michelle Wells
1	Point Breeze Credit Union	Sarah Lee
3	Eyefit Vision Center	Angela Lankford
1		Sharon & Bob Hurt
1	Law Offices of Nomiki Bouloubasis Weitzel	Nomiki B. Weitzel
1	USB Payment Processing	Lidia Ferrara
1	Stingray Social Media Services	David Foertsch
1	Amica Mutual Insurance Company	Kim Durham
10	Avon Indp. Sales Rep	Donna Bethke



**“What’s Happening” / Events**

**Candy Cane Lane Exhibit** has been postponed until Saturday, January 5th, from 10AM to 4PM. To reserve your spot, see the contact info below.

Kathy Sanner, **Perry Hall Florist**  
4401 East Joppa Road, Perry Hall MD 21128  
410-256-5588 or [PerryhallFlorist@yahoo.com](mailto:PerryhallFlorist@yahoo.com)

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**Let Me Tell You About My Business**

**COMPANY: Storyville at the Rosedale Branch of the Baltimore County Public Library System**

Contact Person: Theresa Murphy

Address: 6105 Kenwood Avenue, Baltimore MD 21237

Phone number: 410 887-0512

Email: [storyville@bcpl.net](mailto:storyville@bcpl.net)

Website: [www.bcplstoryville.org](http://www.bcplstoryville.org)

Details: Storyville, located at the Rosedale Branch of Baltimore County Public Library, is a child-size village where play is both fun and educational. Storyville is a museum quality early literacy center for children birth through age five to learn and play with their parents and caregivers. We hope to see you there, especially now that cold weather has arrived! For more information check out our website at [www.bcplstoryville.org](http://www.bcplstoryville.org).

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**FREE “Getting to know your Medicare”**

Tuesday, February 26, 2013 at the Family Health Center.

We are looking to inform any Medicare recipient or individual who will be obtaining Medicare benefits about this program-----the workshop discusses the basics of Medicare and Savings Programs, with ONE ON ONE guidance available for those with specific questions for the instructor.

We plan on holding these Workshops every few months through the year if we have enough attendance to support the program. Will continue to send updated Flyers with future Workshop dates!

**Patricia Isennock, MS, BSN, RN-BC, MCHES**

Community Outreach Manager, Franklin Square Hospital Center - A Magnet Hospital!

443-777-8246 PHONE or [tricia.isennock@medstar.net](mailto:tricia.isennock@medstar.net)





Savings Made Simple

Taken from the Sam's Club Business Newsletter.... You can subscribe at [www.samsclub.com/yourbusiness](http://www.samsclub.com/yourbusiness)

## Balancing Business and Family Time

Small businesses require a lot of hard work, which can often lead to long hours. There's almost always a lot to do, and small businesses don't always have the extra hands around to help get it done. It can be easy to forget that we work to live — not the other way around. Juggling life and work can be difficult, but it's important to make time for the people who matter the most to you — your family. Try some of these tips to make sure you're giving your attention to the people in your life who deserve it.

**1. Have a family meal without discussing business and finances.**

Mealtime should be a time of refreshing enjoyment. There will be plenty of time to talk about work and finances with your spouse when the kids aren't around. Don't unload all of your personal stress onto your children whenever you sit down to eat.

**2. Learn when to walk away.**

As your day progresses, your productivity naturally begins to slip. When you get bogged down with work, you may feel as though you have to keep powering through until it's finished, but you may be better served by finding a stopping point to get away for a while and re-energize yourself. Working longer hours doesn't always mean you're being more productive.

**3. Keep track of your schedule on a single calendar.**

Smartphones and email calendars have made it really easy to keep track of what's on your schedule, but many people use separate calendars for their personal events and work events. By combining them into one, you'll see things like a planned family outing that you might not remember when you're setting up your next meeting for work.

**4. Avoid taking personal calls while working.**

It may not seem like a big deal to take a couple of minutes to chat with a loved one while at work, but your family can be a distraction. Even if you pass on taking the call, you're likely to wonder why they called or whether something is wrong. Make sure that your family knows not to call you while you're at work unless it's an emergency.

**5. Find time to unwind, but not at the expense of your family.**

Your responsibility in life doesn't end when your work day does. Although you may want some time to yourself as soon as you get home, your family has been waiting all day to see you and deserves your attention. Spend time with them first and foremost, and find quiet time for yourself later.

