



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

**OFBPA General Meeting  
September 19 4:30PM – 6:00PM**

***The meeting will be held at***

***Fairmount Bank***

***7527 Belair Road (21236)***

***(formerly Fullerton Federal & next to new Dunkin Donuts)***

***Presentation by: [Greg Glinowiecki](#), [Catalyst Multimedia](#)***

***Remember every meeting is an opportunity to meet new people  
and make new business contacts!***

We will be collecting items each month for the Eastside Shelter. Please bring all items to the meeting or drop off to Donna's house prior to the event. September/October is **"Milk & Juice" Month**"- see newsletter for list. Food donations are always welcome—please bring to meeting or drop off at your convenience to the shelter. We still have "host collection boxes available"

### What's inside?

- Presidents Message
- Calendar of Meetings and Events
- What's Happening/Upcoming Events/
- Current Member Listing
- Community Announcements/Press Releases
- Baltimore County Baby Boomer/Senior Expo



**President's Message:**

Cooler Weather! What a difference a few days of cooler days and nights make. Don't you feel the pep in your step and allows you to focus more and plan ahead. For once we're not moaning how hot it is! So now that the kids are back in school, the weather is cooperating and routines have changed, what are you doing to prepare your business for a fabulous 4Q? This is taken from Angie Segal's newsletter:

**What Kinds of Customers Are You Attracting  
Are you attracting the customers you want?**

How do you get the customers you want, and deserve? Are you randomly stabbing at the marketplace or do you have a method and plan for getting the type of customer you want to work with? If you want to attract the ideal client you need to develop a specific plan to achieve that.

**Here are some tips for attracting the ideal client:**

- First, decide who your ideal client is and write it down. What sizes are they, where do they operate, what do they look like, etc.
- Next, make sure everyone in your sphere of influence knows exactly who you are looking to meet. The easiest way to do this is to tell them. One way to find out if you have been specific enough is to ask your partners and alliances who they think a good client for you is.
- Find out where you can interact with people who fit your description of the ideal client and attend those functions as well.
- Finally, look at yourself and make sure you present yourself in a fashion that would attract those people.

Clarity is a key element in finding the clients you want. Once you are clear on whom you are trying to meet, and your actions are in line with that, it's easy to find the ideal customer. Happy prospecting this week!

Join us for our **monthly meeting on Wednesday, September 19th** at 4:30 pm at Fairmont Bank Host Dawn Cerino will bring you up to date on the new services Fairmont has to offer! This month's meeting also features a presentation from - **Greg Glinowiecki, Catalyst Multimedia**. Greg will provide a presentation of his "[Discounts on Your Desktop](#)" service offering for local businesses & consumers.

Visit <http://www.discountsonyourdesktop.com> to view a short video about Discounts on Your Desktop. You might even see a few familiar faces!

**All meetings are open and all business and community leaders are invited to attend. Bring business cards to share!**

Thanks to all who participated in our corridor walk in August! What a great group and they helped us get our business corridor list updated. We still have about 2 blocks to complete, so if anyone missed the opportunity to go in August and would like to help us finish, please let me know. You can set your own date and time!



Just a reminder to all those who have not renew their membership we will be going to directory press this week. All members will receive three free listings in our directory. Forms are available on our website.

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. Please send to Terence at [terence@belmontfinancialpartners.com](mailto:terence@belmontfinancialpartners.com).

We are excited to tell you that we will be holding our 2<sup>nd</sup> annual Business 2 Business Expo on April 17<sup>th</sup>, 2013. For those who like to plan well in advance, mark your calendars!

Also we will be partnering with the Eastside Shelter and holding a huge collection day with a mini health fair late spring, 2013. If you would be interested in participating or helping with this event, please contact a board member.

**Fall NE Networking event will be at Skipjack's from 5:30-7:30 pm on Thursday, October 11<sup>th</sup>!** A flyer will be forthcoming. Since our event continues to grow we will be using more space and changing up the venue a bit!! We are looking for door prizes for this event!

For all events, membership FYI and meeting updates visit our website at [www.ofbpa.com](http://www.ofbpa.com)

*Have a wonderful week!*

*Donna Bethke, President*

## **2012 Calendar of Events**

**Wednesday October 17** OFBPA General Meeting...**Eastern Savings Bank**

**Wednesday November 14** Sanner's **Perry Hall Florist**—

There will be a \$20 charge as Kathy will teach us how to make a centerpiece or evergreen basket for the holidays to take home

**Board of Directors Meetings** November 12<sup>th</sup>

**Wednesday April 17, 2013** Business 2 Business Expo—White Marsh Hilton

**Late Spring/2013**—Eastside Shelter Collection/Mini Health Fair

**Notes:** Most meeting times will be 4:30-6 pm with an occasional 7:30 am- 9 am (depending on host)

**Blue dates are OFBPA sponsored events. Member participation in the form of volunteers and door prizes are needed!**

**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.**



**CRIME PREVENTION from Baltimore County Police**

**Sgt. Angie Mickle # 4198, Community Outreach Unit**

Warm weather has arrived in Baltimore County. This time of year we spend a lot of time outdoors and we open the windows and let in the fresh air! This time of year is often a busy time for your local Police Department. Protect yourself and your family. Before bed do a quick survey of your house. Do a quick scan of the lower levels checking to make sure windows and doors have been closed and locked!! Flip on your porch lights and consider installing motion detectors outdoors. With the warm weather we are outside more so use this as an opportunity to meet and get to know your neighbor's. Most neighbors have lived on the same street for years but don't even know each other's names. Get their phone numbers, know the cars they drive and learn their habits. Share information with each other, often it's a neighbor's tip that helps to solve burglaries. When you're planning your vacation and will be out of town stop your mail and newspapers. Have a neighbor park their car in your driveway. Have timers set to go on and off at different times of the day so it appears the house is occupied. Don't forget to visit the below links to access crime information in the precinct's where you live. Stay safe!!

- Precinct 1/Wilkins, [www.baltimorecountymd.gov/precinct1](http://www.baltimorecountymd.gov/precinct1)
- Precinct 2/Woodlawn, [www.baltimorecountymd.gov/precinct2](http://www.baltimorecountymd.gov/precinct2)
- Precinct 3/Franklin, [www.baltimorecountymd.gov/precinct3](http://www.baltimorecountymd.gov/precinct3)
- Precinct 4/Pikesville, [www.baltimorecountymd.gov/precinct4](http://www.baltimorecountymd.gov/precinct4)
- Precinct 6/Towson, [www.baltimorecountymd.gov/precinct6](http://www.baltimorecountymd.gov/precinct6)
- Precinct 7/Cockeysville, [www.baltimorecountymd.gov/precinct7](http://www.baltimorecountymd.gov/precinct7)
- Precinct 8/Parkville, [www.baltimorecountymd.gov/precinct8](http://www.baltimorecountymd.gov/precinct8)
- Precinct 9/White Marsh, [www.baltimorecountymd.gov/precinct9](http://www.baltimorecountymd.gov/precinct9)
- Precinct 11/Essex, [www.baltimorecountymd.gov/precinct11](http://www.baltimorecountymd.gov/precinct11)
- Precinct 12/North Point, [www.baltimorecountymd.gov/precinct12](http://www.baltimorecountymd.gov/precinct12)

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**SUBMIT YOUR BUSINESS FYI by: 9/28**

**“What’s Happening” / Events**

**HARBEL COMMUNITY ORGANIZATION INC**

**CRAFT FAIR & FLEA MARKET**

**SATURDAY, SEPTEMBER 29TH, 2012**

**9AM TO 2PM**

**5807 HARFORD ROAD (21214) (FRONT LAWN)**

**(RAINDATE: SUNDAY SEPTEMBER 30th NOON TO 5PM)**

**FOR MORE INFORMATION CONTACT THE OFFICE @ 410 444 2100**

**DOWNLOAD A FLIER AND CONTRACT FROM OUR WEBSITE**

**[WWW.HARBEL.ORG](http://WWW.HARBEL.ORG)**



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The World Trade Center Institute's Embassy Night is a VIP dinner that in just one evening on October 4th:

- Provides the opportunity to connect with the region's key decision makers, high level executives, Ambassadors and senior Embassy representatives
- Honors business connections that countries and companies have made in 2012
- Gives insights about new international trade & investment opportunities
- Offer companies the chance to host a diplomat from one of their top growing markets, premium networking opportunities, and more!

**More information about the event can be found at <https://www.wtci.org/embassynight2012/>**

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## What's Happening Events.

Event Title: Free Community Shred Day                      Event Date: 10/27/12    Event Time: 1 - 4 p.m.  
Company: Destinations Credit Union                      Contact Person: Carol Szaroleta  
Address: 8767 Satyr Hill Rd., Baltimore, MD 21234  
Phone number: 410-663-2500 x 124                      Email: carol@destinationscu.org                      Website:  
www.destinationscu.org

Details: Free shredding on-site at our location. No limit on the amount you can bring and you can watch it being shredded if you want to! Bring your confidential and personal papers for safe destruction.

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Dear Fellow Community Members,

Time is fast approaching for our **Annual Health Fair and Jubilee**, celebrating 16 years of quality services to our participants, care providers, and family members. Our event will be on **Saturday, November 3, 2012 at our 6920 Harford Road location from 9:00 am- 2:00pm.**

Please plan to attend. This will also be a good time to gain helpful information and to find how we can help you with a family member or residents.

We continue to endeavor to provide the best services possible to our members as these times become increasingly difficult and the needs of our participants continue to grow. Truly

**Today's Care and Family** defines who we are and what we do.

We are asking for your help to make this event a success. We would like to see you there.

Your support is greatly needed and greatly appreciated. All gifts are tax deductible. If you have any questions please contact me Linda Carter or Ola Hardy at (410) 319-9009. You may also Email me at [LindaCarter@TodaysCareandFamily.org](mailto:LindaCarter@TodaysCareandFamily.org). Please RSVP by October 26, 2012.

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# Flea Market & Craft Fair

Book Fair \$1.00 books!!!

Sunday, September 30<sup>th</sup>  
9 a.m. to 2 p.m.

Call Pam to reserve your spot 410-866-4793

Outside

Flea Market/Yard Sale  
Spaces \$10

Inside

Craft Fair - Vendors welcome  
Tables \$5 (6ft Round)

Charles Evering VFW Post 6506  
8777 Philadelphia Rd (21237)

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## WE ARE CELEBRATING 42 YEARS OF SERVICE! HARBEL's Annual Fundraiser ♦ 2012 Sunday, November 4, 2012 ♦ Columbus Gardens

HARBEL Community Organization, Inc.

□ 5807 Harford Road

Phone 410.444.2100

☐ Fax 410-426-1140 ☐ www.harbel.org

August 28, 2012

### Hello to Our Neighborhood Friends!

This year's annual fundraising gala will honor veterans of America's wars. The event will be held Sunday November 4, 2012 from 2-6 pm at Columbus Gardens, 4301 Klostermann Ave. Each of our organizations is invited to sponsor a veteran (or more) by buying a \$40 ticket for each veteran you wish to sponsor to the gala. This is a wonderful and unique opportunity to say THANK YOU for the service, commitment and courage of our veterans. Please let us know the name and rank of your choice by September 19<sup>th</sup> so we can prepare appropriately.

HARBEL's activities have always been guided by the needs and ideas of its members. Please visit our website, [www.harbel.org](http://www.harbel.org).

Sue Fitzsimmons, President HARBEL Board of Directors

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The **BBJ's Business Growth Expo** is geared toward small and mid-sized businesses. We will have informative, free breakout sessions, which help increase attendance while not detracting from the trade show. We expect over 50 exhibitors and over 500 attendees. Email me for flyer.

Courtney Brewer *Baltimore Business Journal* (410) 454-0505 [cbrewer@bizjournals.com](mailto:cbrewer@bizjournals.com)



# SEPTEMBER/OCTOBER

## “MILK & JUICE”

### 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 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!

### On-going Immediate Needs also include:

- Laundry detergent – liquid only
  - Depends adult size
  - Diapers – all sizes
  - Towels and washcloths
  - Blankets
  - Sheets – for single beds
- ❖ Gift Cards from Sam’s Club are welcome.
  - ❖ Cash for perishable. Checks payable to CAN
    - Milk, Juice, Eggs, bread, frozen food, fresh meat- always in demand
  - ❖ Paper products –plates, bowls, cups, plastic ware, napkins, paper towels

**PLEASE SEE WEBSITE FOR SHELTER WISH LIST-All items are needed and welcome at any time. OFBPA has designated a specific item (s) per month to be the main collection focus.**

- ❖ All items can be dropped off at any time. Please mark OFBPA/Charmaine and place your contact FYI with the items. This ensures that Charmaine knows it has arrived.

**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)**



## **MEMBER CORNER**

### **53 members strong and growing**

- ACADEMY ANIMAL HOSPITAL
- ADVANTAGE LAWN & LANDSCAPING, INC.
- AMICA MUTUAL INSURANCE COMPANY
- APPLIED BOOKKEEPING SOLUTIONS
- ARMED FORCES DIRECTORY
- AVON -DONNA BETHKE/INDEPENDENT SALES REPRESENTATIVE
- BALTIMORE ELITE MARTIAL ARTS ACADEMY, INC.
- BAY VIEW HOMECARE, INC.
- BELAIR-FOWLER, LLC C/O O'BRECHT-RIEHL & PINKARD PROPERTIES
- BELMONT FINANCIAL PARTNERS, INC.
- BELTONE AUDIO SERVICES
- CAKE AND WEDDING COTTAGE
- CARROLLTON MORTGAGE SERVICES
- DECORATIVE PAINTER, SHARON KOZLOWSKI
- DESTINATIONS CREDIT UNION
- EASTERN SAVINGS BANK
- ELMWOOD ELEMENTARY SCHOOL
- ESCAPADE PROMOTIONS
- FAIRMOUNT BANK
- FULLERTON SELF-STORAGE
- HAMILTON FEDERAL BANK
- HEALTH PLAN HQ
- HERITAGE PROPERTIES, INC.
- JOHNS HOPKINS BAYVIEW MEDICAL CENTER
- JUSTIFIED ELECTRICAL SERVICES
- KENT W. NEIBAUR
- KIWANIS CLUB OF PARKVILLE, INC.
- LAW OFFICES OF NOMIKI BOULOUBASIS WEITZEL & ASSOC.
- MELVIN'S TIRE & AUTO SERVICE, INC.
- METLIFE, MARK ROSSBACH
- NEXTCAR ALL VEHICLE RENTALS
- OVERLEA COMMUNITY ASSOCIATION
- OVERLEA FULLERTON SENIOR CENTER
- PATAPSCO BANK





- PERRY HALL CHIROPRACTIC & PHYSICAL THERAPY
- PERRY HALL FLORIST
- POINT BREEZE CREDIT UNION
- PRUDENTIAL FINANCIAL
- RE/MAX AMERICAN DREAM- AUGGIE CHESSE
- ROSEDALE FEDERAL SAVINGS & LOAN ASSOC.
- SERVPRO
- ST. MICHAEL'S THE ARCHANGEL
- STATE FARM INSURANCE / JIM MCCRAY
- STEPHEN VERCH, ESQ.
- STINGRAY SOCIAL MEDIA SERVICES
- STREAKFREE PRODUCTS
- THE CLIP JOINT
- THE MARYLAND SCHOOL FOR THE BLIND
- UNITED OPTICAL
- USB PAYMENT PROCESSING
- WATERMAN'S PRIDE SEAFOOD
- WHITE SPRINGS CROSSINGS

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**Our 1<sup>st</sup> OFBPA Trifold Brochure is here!**

Thanks to Erica for her help in designing our brochure and to Steve who always manages to get us the best printing prices ever! The brochure arrived on Friday and we are looking for businesses that can host a trifold brochure holder! This will help us promote our business corridor and all that we do!

**Element Marketing Communications, LLC Contact:**  
**Erica Wernery** 410-493-4579 [erica@elementmarcom.com](mailto:erica@elementmarcom.com)

**Innovative Solutions**  
**Steve Uhl** Phone 410-687-3084 [Steve@Stevenuhl.com](mailto:Steve@Stevenuhl.com)

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## PRO BONO LEGAL DAY

Discuss your civil and criminal legal problems one- on-one with volunteer attorneys at a legal clinic. Types of issues include: Divorce, custody & child support; Landlord-tenant; Wills & advance directives  
Bankruptcy Expungements Government benefits Criminal Consumer

Saturday, October 27, 201 10:00 a.m.-2:00 p.m.

Legal Aid Bureau 500 E. Lexington Street, Baltimore, Maryland 21202

Sponsored by: Bar Association of Baltimore City

In partnership with: Legal Aid Bureau, Legal Services for Elderly, Maryland State Bar Association Young Lawyers Section, Maryland Volunteer Lawyers Service, Pro Bo Resource Center of Maryland, Inc., Young Lawyers' Division of the Bar Association of Baltimore City

Please bring any relevant documents with you. This event is free and no registration is required.

For more information, call 410-539-5936 ext. 102 or email [info@baltmorebar.org](mailto:info@baltmorebar.org).

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SORRY – not a great cut and paste and must have a lot of embedding in it that I can't fix!  
HOWEVER AWESOME EVENT\_- many of our members will be there—so look for their tables at the expo!  
ALSO if you have never seen the FABALOUS HUBCAPS they are SO WORTH the \$2 admission (or 2 canned good items) to attend!! 3:00 - 6:00 p.m. The Fabulous Hubcaps. See full schedule [www.seniorexpoonline.com](http://www.seniorexpoonline.com) or call 410-887-2594