



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

**7th Northeast Networking Event
October 13, 2011**

Skipjack's Restaurant Crab House and Sports Bar

5:30-7:30 pm

\$25 at the door includes full dinner and dessert. Cash Bar.

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

What's Inside?

- **Presidents Message**



- **We need you to "like us"** <http://www.facebook.com/ofbpa>
- **OFBPA and Social Media Updates**

Have you ever thought of offering a Facebook fans-deal only?? Each week we'll highlight a business in our corridor, and they will offer a Facebook fans-only deal for that day. This will increase all our readerships, along with participation at no cost other than the offer itself. If interested contact David Foertsch.

- **Current Events**
- **Let Me Tell You About My Business**
- **Updated Calendar of Meetings and Events**
- **Community Announcements/Press Releases**
- **Current Member Listing**
- **New Event Posting Calendar—see how your event can be on our "shared calendar"**



President's Message:

Fall back in love with your business and plan something you've never done before to promote your business! When is the last time you had an open house? When is the last time you had some lite refreshments and held a customer appreciation day? When was the last time you...? Offered a coupon? Offered a discount? Sent out a newsletter? Recognized someone special at your business? Posted an article in a local newsletter? Posted pictures of your employees? There are so many things you can do to have fun with your business... what have you done lately??

Join us for our last NE Networking Event at Skipjack's on Thursday, October 13th beginning at 5:30 pm as we partner with Perry Hall White Marsh, Parkville Carney and Pulaski Highway Business Associations for another night of good food, some fun, most of all great getting to know our business neighbors! Special Guests include Beth Ritter from the East County Times and Jim Russell from Santa Claus Anonymous. Cost is \$25 and includes dinner and dessert. Bring 25-30 business cards to share! Walk-ins welcome!

Our new 2011-2012 Business & Community Guide will be here this week. We should have the "first box" at our networking event on Thursday night. To help eliminate the extensive running around I usually due to deliver directories to all members I will set up "stations" along the corridor and ask everyone to drop by and pick up their packet. We will set aside 25 for each member to place in their business. If you can use more, please let me know! This has been one of the best resources for all members of the OFBPA. These directories are distributed along the corridor to local businesses, they are taken to all meetings and networking events the board attends and we share with our local community associations. We literally distribute all 5,000 each year! Remember all paid OFBPA members have 3 free listings in the book and all businesses have the opportunity to advertise. Missed this edition? Mark your calendars so you do not miss 2012's edition!

Our OFBPA **monthly meeting will be held on October 19th** at 4:30 pm at Brightview Assisted Living located at 8100 Rossville Blvd (21236). Donny Lala from USB Payment Processing will be our guest speaker.

Our meetings are always "open". So bring a business neighbor and plenty of business cards because "every meeting is an opportunity to tell us about your business"

WELCOME

We would like to **WELCOME** our newest member **Rhonda Lingham** from **Applied Bookkeeping Solutions....** ABS takes care of the books, so you can take care of the business!

We also welcome **Lisa Gaskill** of Escapade Promotions to our board. Lisa will be chairing our holiday window decorating contest.

I will be attending the Grow Your Business Days Event at the Raspeburg Post Office on Wed. Nov. 16, 2011 at 11:00 AM. Event is free if anyone else would like to attend! Just RSVP so I can let the coordinator know. These are held throughout the state and there maybe one closer to you. Visit www.usps.com



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2012 will soon be here and the planning starts now! If you have any ideas for events, meetings, or guest speakers, please let me know. We will be looking to fill the calendar with meeting sites ASAP. If you would like to host, please pick whatever 3rd Wednesday you would like and let me know! We appreciate everyone’s input... after all this organization is about what would be helpful/informative for your business, however we are not mind readers—tell us what would be helpful/useful.

For all events, membership FYI and meeting updates visit our website at www.ofbpa.com

*Have a wonderful week!
Donna Bethke, President*

Calendar of Events

13-Oct	NE Networking Event	5:00-7:30 pm	Skipjack's
19-Oct	OFBPA General Meeting	4:30 PM- 6:00 PM	Linover

“What’s Happening” / Events



MARYLAND
Monday, November 14, 2011 - BWI Airport Marriott
www.innovatemd.com

On behalf of TEDCO and other stakeholders in Maryland, see the below details, and attached, for information on the upcoming large-scale Maryland entrepreneur conference kicking-off Global Entrepreneurship Week, [Entrepreneur Expo: Harnessing the Power of Innovation in Maryland](#), to be held on Monday, November 14th at the BWI Airport Marriott. The Conference was selected as 1 of 10 featured events nationally by Global Entrepreneurship Week and the buzz has already begun. It is a HUGE deal for the state!

Expo Details:

Entrepreneur Expo: Harnessing the Power of Innovation in Maryland will take place on Monday, November 14, 2011 at the BWI Airport Marriott. Selected as 1 of 10 nationally featured events for [Global Entrepreneurship Week \(GEW\)](#), the Expo will kick-off exciting GEW programming in Maryland! The Entrepreneur Expo will be the first large-scale event dedicated to promoting and celebrating the key to Maryland’s innovation economy, its entrepreneurs. Led by the Maryland Technology Development Corporation (TEDCO) and other key stakeholders, the Entrepreneur Expo Leadership Team (EELT) is the coordinating committee for the event. The full-day agenda includes a variety of unique educational tracks, interactive programming, a dynamic exhibit floor, energized plenaries and other highlights for entrepreneurs! Registration is open. Sponsor and exhibitor opportunities are available. Learn more and register at www.innovatemd.com. (Note: Special exhibitor rates are available for entrepreneurs, government and non-profits.) Christine Johnson, Communications and Events Manager 410.715.4171





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Preferred Customer Invitation from your Avon Representative ...

AVON HOLIDAY OPEN HOUSE
Shopping Extravaganza & Customer Appreciation Day
Saturday Nov. 5th 9:00 am-6:00 pm
Knights of Columbus Hall
8335 Philadelphia Road (21237)

Take 695 to Exit 34(Rosedale) approx. 1/2mile on the left.

From Kenwood Avenue: Make right onto Philadelphia Road-approx. 1 block on the left hand side. Look for KOC sign & balloons...ADA Accessible

(Look for the blow up Santa)



OPEN HOUSE HIGHLIGHTS:

- 1) Free gift just for coming- includes discount coupon for future order.
- 2) Special Kids activity area + free gift
- 3) Holiday product display including mark and Tiny Tillia. All customers get free samples & brochures
- 4) Cash & Carry Gifts -payable by cash, check or credit card—all tax free!
- 5) Discount on all orders placed at the open house (attendees only)
- 6) Door Prize drawings
- 7) **5 additional Chances to win Door Prizes-**
 - a. Just for attending
 - b. Bringing a friend /**new** customer -(one for each new person)
 - c. 1st Time Attendee
 - d. Bringing/placing your C/23 order at the open house
 - e. Add'l Free gift for bring/placing order over \$100+ (delivered w/ order)

Open House Customer Appreciation Coupon:

Take 20% off all orders \$20+ placed at the
Open House (attendees only)

Please turn in with your order!

My Avon Rep is: Donna Bethke

Email me for complete Invitation flyer with door prize ticket at
ptavon@comcast.net

Visit www.youravon.com/dbethke for all holiday brochures and flyers.

Visit www.tinytillia.com for our new mommy and me baby line and baby photo contest.

Free shipping direct to your home offers every campaign!



Let Me Tell You About My Business

Company: Stingray Social Media Services

Contact Person: David Foertsch

Address: 5 Cool Meadow Court

Phone: (410) 513-9311 Email: ops@stingraysocial.com

Website: <http://www.stingraysocial.com>

Details: I provide two primary services to small, independent businesses - online directory listing submission & social media strategy. Businesses that operate from a physical place or service businesses that visit their clients/customers can realize great value from both methods of connecting in the virtual marketplace.

In September I appeared on the monthly webinar series hosted by Bold Business Works founder, Deborah Gallant. A recording of the presentation has been archived at the following link: <http://www.vimeo.com/29496433>. There is a limited-time offer as well detailed at the end of the presentation. To learn more, see the video or contact me for a free consultation.

Community Announcements



Message from the Sixth District Councilwoman Cathy Bevins:

Friends & Neighbors:

At its last legislative session, the County Council passed a Bill which revises the seven councilmanic districts that make up Baltimore County. The redistricting process is required by law, once every ten years, following the census in order to account for changes in population, and thus ensure equal representation for county residents at the County Council level. Earlier this year, the Council appointed an independent, five-member Redistricting Commission to review the existing maps, boundaries, population, and to hear community concerns, and to ultimately recommend a new Councilmanic district map. Following months of meetings, discussions, and public hearings, the Commission presented its map to the Council as a recommendation. My colleagues and I also heard public input from various communities, and we collectively discussed and considered many alternatives and amendments to the map, but each change caused challenges or consequences for other communities along the district boundaries.

One common misconception, however, is that the district boundaries might divide or expel neighborhoods from the greater community. The truth is quite the opposite; adjustments to councilmanic district lines do not change or determine which School Districts, Zip Codes, or communities' residents live in, shop in, or choose to associate with. Nor does redistricting alter the geographic boundaries of communities. Instead, it simply determines which Council Member on the County Council represents a specific area of the County. In fact, it is not





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uncommon for several council members to represent portions of the same greater community. Currently, for example, I represent the Essex area with Councilman John Olszewski, Sr. (7thDistrict), and areas of Perry Hall and Parkville I share with Councilman David Marks (5thDistrict).

Over the last decade, the sixth district saw the second highest growth in terms of population, just behind the fifth district, while the seventh district saw the least growth in population. Thus, the recent census figures revealed a significant difference between the number of residents in the sixth and seventh districts. In order to balance the population of each of the seven councilmanic districts, certain adjustments had to be made here and throughout the county. With Baltimore City to the West and the Chesapeake Bay to the South and East, the adjusted boundaries of the seventh district could only expand in one direction – up into the Sixth district. As such, the upper boundaries of the sixth district expanded further into the Fifth, and so on. Although the maps may never be “perfect”, overall I think the Redistricting Commission and the County Council did a great job, given its mission, the legal requirements and the geographic constraints of the county.

A copy of the maps and more information on redistricting is available on the [County Council website](#). The new district maps will not take effect until after the 2014 election. In the mean time, I look forward to continuing to serve all of the constituents I currently represent, as well as beginning to get to know the new communities and residents I will be representing in 2014.

To stay informed of news and updates affecting your communities, please send your up-to-date contact information, including email address, to council6@baltimorecountymd.gov

Staff

JB Osborne, Senior Legislative Advisor & Amanda Peacock, Legislative Aide

Towson Office

400 Washington Ave. Towson, MD 21204
410-887-3388 Hours: M-F 8:30 a.m. to 4:30 p.m.

District Office

7856 Belair Rd. Baltimore, MD 21236 (by appointment only)

BCPL - Rosedale

Hello Ms. Bethke:

I am writing to you since you are a representative of the Overlea Fullerton Business and Professional Association, according to the OFBPA website. I understand your group contacted the library about a presentation on the Reference USA database. This is a very useful resource for your members, but as your local branch library, I wanted to let you know that we have other business resources in addition to Reference USA. In particular, I wanted to tell you about our monthly small business counseling program at the library and a monthly resume tips program. The dates and times are listed in our Calendar of Events on our website at the following link:





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<http://www.bcpl.info/yolib/datelines-ro.html>

We also have additional online resources like Reference USA for business. Our additional online business resources can be found at the following link on our website:

<http://www.bcpl.info/databases.html#business>

Most of the online resources can be accessed outside the library via the library's website with a library card.

Please share this information your group members and let us know if we can help further.

Kathleen MacCubbin, Librarian III
Rosedale Library/Storyville 410-887-0512

Cleaning for a Reason

If you know any woman currently undergoing chemotherapy, please pass the word to her that there is a cleaning service that provides FREE housecleaning - once per month for FOUR (4) months while she is in treatment. All she has to do is sign up and have her doctor fax a note confirming the treatment. Cleaning for a Reason will have a participating maid service in her zip code area arrange for the service. This organization serves the entire USA and currently has 547 partners to help these women. It's our job to pass the word and let them know that there are people out there that care. Be a blessing to someone and pass this information along.

<http://www.cleaningforareason.org/>; You may not know someone going through chemo, but someone on your email list might. Please share respectfully

MEMBER CORNER

Business Name	Contact	Phone
●Tech Services LLC	Zacharias John	410 254 2222 (p)
Academy Animal Hospital	Rick Lewis, D.V.M	410 483 5162 (p)
Ace Web Hosting & Design	Marty Schorr	443 291 9327 (p)
ACN Independent Sales Representative	Sharon Kozlowski	410 893 2594 (p)
Administrative Solutions	Dawn Kahler	443 604 9016 (p)
AFLAC	Ed Dahling; Marty Bossle	410 925 4194 (p)
Amica Mutual Insurance Company	Kim Durham	800 682 6422 x41506 (p)
Applied Bookkeeping Solutions	Rhonda Lingham	443 322 4633 (p)
Avon Independent Sales Representative	Donna Bethke	410 665 6551 (p)
Baltimore Elite Martial Arts Academy	Angel Kiskadden; Rick Hammond	410 663 9123 (p)
Bayview Homecare, Inc.	Dan McLaughlin	410 665 0107 (p)



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Belair-Fowler, LLC	Robin Demarco; Susan Riehl	410 769 8300 (p)
Belmont Financial Partners, LLC	Terence K. Manuel	410 602 9915 (p)
Beltone Hearing Center	Tom Fisher; Amy	410 256 7700 (p)
Boonerang Consulting, LLC	Jackie Boone	410 977 4864 (p)
Boutique Petit of Waverly	Evette Matthews	410 467 EVIE (p)
Brightview White Marsh	Alan LeMay; Kevin Cysyk	410 668 1588 (p)
Centerline Inspections, LLC	Charles Lasek; Mary Lasek	410 218 0548 (p)
Cookies by Design	Ahmed Shafie; Lisa Harris	410 663 1388 (p)
Costco Wholesale	Karen Ervin; Tina Fullano	443 648 4000 (p)
Destinations Credit Union	Carol Szaroleta; Brian Vittek	410 663 2500 (p)
Eastern Savings Bank	Darlene Conner	410 661 4412 (p)
Elmwood Elementary School	Sharon L. Ward	410 887 5232 (p)
EmbroidMe	Peter Tran; Allison Tran	410 663 3636 (p)
Escapade Promotions	Lisa Gaskill	410 663 6311 (p)
Evergreen Equity Partners, LLC	Chris Miller; Dina Nucci	410 420 2800 (p)
Fullerton Elementary School	Susan Biscoe; Candace Winterson	410 887 5234 (p)
Fullerton Federal Savings Association	Charles N. Dontell	410 665 5200 (p)
Fullerton Mini Storage and Penske Truck Rental	Victor Harari; Emanuel S. Glasser	410 665 8118 (p)
Fullerton Self Storage	Karrie Barresi	410 665 8910 (p)
Hamilton Federal Bank	Angel Clingerman	410 426 3050 (p)
Health Plan Headquarters	Suzanne Thompson; Katrina Wilson	410 433 4747 (p)
Innovative Solutions	Steven Uhl	410 687 3084 (p)
Jerry's Toyota	John Barry; Bill Bolander	410 661 5700 (p)
Johns Hopkins Bayview Medical Center	Tom McLhinney	410 550 0289 (p)
Just Audio Repair Center	Monica Panzer; John Panzer	410 882 4360(p)
Justified Electrical Services, US, LLC	Janine Pfeiler; Chris Pfeiler	410 663 1026 (p)
Kiwanis Club of Parkville, Inc.	Jerry Dohmeier; Kirk Enders	410-529-8870 (p)
Lassahn Funeral Home, Inc.	Fred Lassahn	410 665 2000 (p)
Law Offices of Nomiki Bouloubasis Weitzel & Assoc.	Nomiki B. Weitzel; Ed Weitzel	410 663 9400 (p)
L W Accounting, LLC	Lori Williams, CPA	410 952 5266 (p)
Melvin's Tire & Auto Service, Inc.	Joe Melvin; Mike Todd	410 661 3900 (p)
Met Life	Jeffrey M. Judge (Jeff)	410 652 7868 (p)
Mr. B's Tattoo & Body Piercing, LLC	Robert Smith	410 668 3567 (p)
Ken W. Neibaur and Anne Neibaur	Anne Neibaur	410 668 2452 (p)
Nextcar All Vehicle Rentals	Dennis Boucher	240 581 1346 (p)
Oak Crest Village	Mark Roussey; Colleen LoPresto	410 882 3276 (p)
On Time Ground Transportation	Catherine Shimp	410 319 8807 (p)
Overlea Fullerton Senior Center	Patti McDonnell (Center Director)	410 887 5220 (p)
Parkview at Fullerton	Christina Messercola	410 663 0665 (p)



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Perry Hall Chiropractic & Physical Therapy	Dennis Travagline	410 256 9650 (p)
Perry Hall Florist	Kathy Sanner; Ken Sanner	410 256 5588 (p)
Play It Again Sports	Mike Szaroleta	410 882 1810 (p)
PNC Bank	Randy Wallace; Angela Eckloff	410 282 8413 (p)
Prudential Financial	Brian W. McCully	443 886 2207 (p)
Re/Max American Dream	Olga "Auggie" Chesser	410 529 7900 X106 (p)
Rita's Overlea Fullerton	Jill Harp	410 882 7482 (p)
Rosedale Federal Saving & Loan Association	Nancy Alperstein	410 668 4400 (p)
Rossbach Private Wealth Management, LLC	Mark A. Rossbach, CPA	410 529 1196 (p)
St. Michael's the Archangel	Corinna Sibiski	410 665 1054 (p)
Sam's Club	Debra Thompson; Diane Stratka (GM)	410 686 2683 (p)
Slavie Federal Savings Bank	Lalita Prabhakar; Patricia J. Zimmerman	410 444 5555 (p)
State Farm Insurance / Jim McCray	Jim McCray; Rhonda McCray	410 882 9433 (p)
Stingray Social Media Services	David Foertsch	410 513 9311 (p)
Streakfree Products	Nancy Bagley; Karen Weber	410 444 2033 (p)
The Arbor Sun Group, Inc.	Donna Cameron, President	443 519 1000 (p)
The Artist's Corner, Inc.	Martin J. Vittek, Sr.; Jessica L. Vittek	410 665 4633 (p)
The Clip Joint, Inc.	Florence A. Wells	410 665 7387 (p)
The Maryland School for the Blind	Dotty Raynor; Casey Joyce	410 444 5000 (p)
United Optical	Brenda Wolfe, Michelle Barna	410 882 9600 (p)
Waterman's Pride Seafood	Christina Barcikowski; Tony Vicari	410 665 5555 (p)
Whiteford, Taylor & Preston, L.L.P.	Dennis M. Robinson, Jr.	410 347 8797 (p)
White Springs Crossings	Rachael Waters	410 665 8700 (p)

