

## **BBG Meeting 4/21/10 at Friday's Creek Winery ~ 22 in attendance**

### Announcements:

- Friday's Creek is having an Open House this Saturday 4/24. Be sure to come.
- Chesapeake Gazette – BBG has purchased the whole inside fold to be available for all of our members to advertise (10 – 12 at a time) Cost for each ad will be \$38 for a business card sized ad. Emphasizing “Buy Local – Buy BBG” theme. You'll see it everywhere, newspapers, Trolley's, BBG member stickers (to be handed out soon.) We will be setting up a system for you to pay on the BBG website at [www.BeachBusinessGroup.com](http://www.BeachBusinessGroup.com). Issues will be biweekly.
- BBG Guarantee – (carried over from last meeting) The FISH principle in dealing with your customers: “Play, Make their day, Be Present, Choose your attitude.” BBG will hold a management meeting to teach more about this principle. You will be provided with materials and information. You and your employees will be invited and will be scheduled over the next few months.
- If you've not paid you dues, please pay them asap. Dues are \$150 and checks can be made out to the Bay Business Group. Go to [www.BeachBusinessGroup.com](http://www.BeachBusinessGroup.com) and go to “membership” to pay your dues on line. Others, mail to: PO Box 858, North Beach, MD 20714.
- Send Hilary Dailey 10 – 20 email addresses to expand the E-news. [hilarydailey@gmail.com](mailto:hilarydailey@gmail.com)

### New attendees:

- Tracy Eno - Lusby Business Assoc. They'll be having their Spring Fling block party May 1<sup>st</sup> from 1p – 5p at the Lusby Town Center. For just \$25 you can get a vendor table. Visit the website at <http://shoplusby.com> or email Nance Pretto Simmons at [Nance@shoplusby.com](mailto:Nance@shoplusby.com) (see section below...)
- Ryan Payne - Edwards Jones in Dunkirk. New to the area and located at Hwy. 4 and Mt. Harmony Rd. (See section below for more...)
- Mark Fisher- Telecom Capital Group in Owings. He is running for House of Delegates for Dist 21-7-B. Wants to make the district whole and will bring fiscal responsibility to the job.

Featured speakers: We are featuring YOU! Tell us about you and your business and give us a business tip...

- Frank Cleary, Friday's Creek Winery in Owings. Started making wine in the 80's as a hobby. Started the vineyard with his nephew. Opened in 2006. Tip: you constantly have to expand or be planning to.
- Tracy Eno, Prepaid Legal in Lusby. Tip Read 10 pages of a good book everyday. In a year you will have read about 10 books. [www.BNIMaryland.com](http://www.BNIMaryland.com) is a great networking site.
- Nance Pretto Simmons, Dunkin Donuts/Baskin Robbins in Lusby. She's been in business for 4 years. She'll be having a fundraiser “31 Scoop Night” on Wednesday 4/28 from 5p to close. Money raised will go to the Fallen Firefighters Fund.

- Joyce Baki, Calvert Co. Department of Economic Development. Calvert Co. Appreciation week is first week of May and there will be multiple events that week. Tip: Take advantage of the free resources from county agencies. Many people in their offices can point you in the right direction.
- Mark Fisher, Telecom Capitol Group in Owings. He's in the cell phone tower business – supporting the cell businesses. Now getting into renewable energy (solar and wind.) Tip: Get financing and **don't get it from big banks**. Local banks know their customers and keep your money here.
- Ryan Payne, Edward Jones in Dunkirk. Edward Jones is a full service brokerage firm. Second week in May he will be hosting an event on the ramifications of New Healthcare reform. Tip: Success comes when preparation meets opportunity.
- John Stutzman, Prepaid Legal in North Beach. Tip: Remember to keep in mind HOW your customers FEEL when buying from you. If you make it a positive experience, they'll remember and return.
- George Mysior, Design Expo Flooring in Dunkirk. He is a new member! Tip: In hard economic times, keep advertising! Keep your name in front of your people.
- Susan Shaw, County Commissioner - Used to be in mental health and also worked with her husband in aerial photography. As a commissioner she is very concerned about small businesses and wants them to succeed in Calvert Co. She feels there could be more streamline zoning and signage regulations in the county.
- Kelly McConkey, Kelly's Tree Service & Kelly's Nursery. He is running for county commissioner and will help small businesses as part of his platform. Wants to find more money for ball fields for kids. He is having an Announcement Party on 4/28 from 6:30 – 8p in Prince Fred. @ the Green Turtle.
- Renee O'Neill, Party Creations in Dunkirk. After working years in healthcare she decided to started a party supply store. If you don't find what you need, they can usually get it - Just ask. Has a new product called Game Face. It is face paint that only comes off with soap and water (so if it gets wet, it will stay on until you remove it.) Tip: Hang in there!
- Frank Guiliano, United Propane in St. Leonard. He is the new branch manager. Tip: Be happy! Enjoy what you are doing.
- Gary Armstrong, Heavenly Chicken and Ribs in Dunkirk. They can cater for graduation; can do food, decorations, etc. Rustic River will be his new resaurant in St. Leonard and is a steak house and is opening this Friday 4/23. The Dunkirk Festival will be June 26 from 12 – 6 in front of Heavenly Chicken. Tip: Can put your business on a water bottle. Contact Gary for more info at [garmstrong@ccfoods.com](mailto:garmstrong@ccfoods.com).
- Cindy Bliss, Mary Kay, Calvert Co. Pick a consumable product in a downturn economy (she picked 'lipstick!'). Tip: Be passionate about what you do - your paycheck is the celebration of who you serve.
- Pat Carpenter, Celebrate! Florist and Event Planning in Chesapeake Beach. She announced that she is now the Executive Director of the Arts Council of Calvert Co. (near the Green Turtle.) Support the arts! Tip: Join the BBG or bring in a new member.

- Beth Guididas, The UPS Store in Dunkirk. Coming to the BBG has helped build her business. Tip: get out and network. Try all different kinds of marketing techniques.
- Elizabeth Lawton, (2 businesses) Nutritious Harmony and Wellness in American Schools. She is partnering with North Beach to hold a triathlon - the Tri-forces Triathlon on June 20<sup>th</sup> at 7am. There are plans to take the triathlon nationally. Will take local monies to put back into the community in programs that already exist. Tip: Network, network, network.
- Troy from Troy's Automotive, in Owings. He's been in business for 6 years. Other members chimed in and said he is honest and very trustworthy! Has many relationships so if he can't do it, he probably knows someone to recommend.
- Stephanie Cosby- Career Puppy/CP Solutions. Career Puppy is a company that provides career exploration and development. CP Solutions provides video and marketing solutions for local businesses. Tip: Think Local, Act Global! We are all local businesses, but don't restrict your marketing to just Calvert County! Market on the internet! Lyn Striegel has a new guest house that we put together an internet marketing strategy for in the Winter and now she is booked thru summer and is getting inquiries from RUSSIA!!!
- Dean "Bucky" Buckmire, Carribean Breeze Asst. Living (2 locations in Calvert Co.) They provide housing and care to elderly and both locations are full right now. On The Liquid Jazz fundraiser at Friday's Creek on May 8<sup>th</sup> from 1p to 5p. It will benefit Calvert Healthcare Solutions which provides care for those who make too much money, but can't afford healthcare.
- Eric Franklin, Erimax (a Management consulting firm in gov't contracts.) His new business In-Lab-Tests-Now will be opening soon in Alexandria. It will provide direct access to lab testing for individuals, which means you don't need your doctor to order it. They have a doctor that can request the test for you (cholesterol, DNA, genetic testing for diseases, etc...) Tip: Procrastination is the thief of opportunity.
- Diane Burr, Chesapeake Gazette in North Beach. The inaugural issue will be released May 6<sup>th</sup>. It will cover issues in Northern Calvert and Southern AA and will be in full color and will have columns. It will be free ("priceless.") Boxes will be placed very soon around the community
- Lyn Striegel, Striegel & Buchheister Law in North Beach. They do Wills, Estates, and Corporate Law. Tip: Be present in everything you do and with everyone you interact.

#### Committee Reports:

- Cost-savings Comm – Gary Armstrong. Contact Gary if you want to save on Propane. Now is the time to lock-in good rates for the winter months. You MUST contact Gary to be included in the price break. Email Gary at [garmstrong@ccfoods.com](mailto:garmstrong@ccfoods.com)
- "Buy Local – Buy BBG" Directory – Lyn Striegel for Brian Crow. Send your photos to Brian for the directory at [crowentertainment@comcast.net](mailto:crowentertainment@comcast.net). Thanks to those who have submitted your stories.

Next meeting at Herrington South May 19 at 8:30am