

CPWN Member News

The Newsletter of the Chesapeake Professional Women's Network, Inc.

December 2006

CPWN Member Benefits:

- Monthly meetings to network and promote your business
- Topical meeting speakers on issues pertaining to women and business
- Special Events
- Meeting Sponsorship
- Monthly Newsletter
- Role Models and Mentors
- CPWN Website

CPWN Sponsors:

- Anna's House
- Bridge to Success
 Program
- Open Doors of Harford County
- New Visions for
 Women
- The Athena Award

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The CPWN Holiday Party!

The holiday party will be held at Beechtree Golf Club from 5:30 pm to 7:30 pm on Tuesday, December 12, 2006. Cost is \$25.00 for members, \$30.00 for nonmembers. We will have music by Chris Sengstacke and will once again be able to purchase the popular Anna's House Lucinda "house pins" just in time for the Holidays! There will be heavy hors d'oeuvres with a cash bar. We will have a crackling fire in the fireplace and lots of good fellowship – so everyone needs to join us at Beechtree for this great holiday event!





8th Annual CPWN Fashion Show Pictures...

The room was aglow with glittering lights and abuzz with excitement and animated conversation as our member models took to the runway in a variety of fall fashions. This year's fashion show boasted the highest attendance of any of our fashion shows and was successful in raising funds to support both The Bridge to Success program, administered by Open Doors Career Center, and CPWN's new scholarship fund. The fashion show committee would like to warmly thank all those who contributed to the event, including our members and their guests who attended the show and supported the raffle and auctions. See more on Page 7 ...



FY 2006 BOARD OF DIRECTORS

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Events & Meeting Speakers Claudia Holman Aberdeen Proving Ground Federal Credit Union cholman@apgfcu.com and Lorrie Schenning Mercantile County Bank lorrie.schenning@mercantile.com

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Publicity Renee McNally HR Solutions, LLC renee@hrsolutionsource.com

> Newsletter Daniele Fleischer Lemarie Interieurs pouliquen@aol.com

Website Jennifer Lewis Lewis Web Creations jlewis@lewiswebcreations.com

A Word from Our President ... Laura Henninger



Laura Henninger

event!

Happier Holidays, Less Stress - what a perfect topic for CPWN's November Meeting! Melanie Parrish from Upper Chesapeake Health Link gave us many practical tips for smooth sailing through the holiday season. Too often, we rush around buying gifts and decorating our homes, without really noticing or appreciating what matters most to each of us. If we take time to plan ahead, remember to schedule time for ourselves, and, of course, learn how to say no, we can be rewarded with a more joyous holiday season. If all else fails, Melanie Parrish also walked us through a relaxation exercise which could come in handy over the next several weeks!

CPWN's annual holiday party will be held on Tuesday, December I 2th at the Beechtree Golf Course. This is a chance to share the holiday season with fellow CPWN members and guests in a lovely, relaxed atmosphere. We

members and guests in a lovely, relaxed atmosphere. We will have music by Chris Sengstacke, and Anna's House will be on hand to sell their house pins. In addition, there will be a raffle to benefit Anna's House. We promise this will be a fun, stress-free

On behalf of the entire CPWN Board of Directors, I want to wish you a peaceful holiday season and health, happiness, and success in 2007!

Saura

Happy Holidays One and All!

GENERAL INFORMATION

MEETING RESERVATIONS: Tel: 410-297-9722 On-line: www.cpwnet.org

MEMBERSHIP DUES: \$60 Per Year

MEETING SPONSORSHIP: \$40 plus Door Prize

BUSINESS CARD ADS: 3 Consecutive Months - \$45 1 Year - \$150

NEWSLETTER DEADLINE: 20th of the month

CPWN welcomes member articles, news announcements, and non-profit event announcements. Items will be placed in the newsletter as space permits.

Please send all submissions to Daniele Fleischer at pouliguen@aol.com.





CPWN 2006 Event Calendar

December 12, 2006 CPWN Holiday Party 5:30 p.m. - 7:30 p.m. Beechtree Golf & Country Club

January 9, 2007

Alex Wilson speaking on "Internet Safety" The Clarion Hotel 980 Hospitality Drive Aberdeen, MD 11:30 a.m. - 1:30 p.m.

Getting to Know...Kim Schmidt!

It has been 8 years since I started working in the Sales Office for the Hess Hotels Group. Family owned and operated with five hotels, the Ramada Conference Center, Best Western Invitation Inn, and the Sleep Inn & Suites, all located in Edgewood; the Ramada in Perryville and the Sleep Inn & Suites in Emmitsburg, MD, six miles south of historical Gettysburg. People often ask me if I am part of the Hess family; unfortunately no, but I ask them all the time to please adopt me! So with that being said, I need to say, "If there is ever a need for sleeping rooms and/or meeting space, you know who to call!" – me, please!

Jim and I have been married 24 years; our silver anniversary is this February 20th - and they said it would never last! (we are only together to prove them wrong) – LOL – laughing out loud! We live in Fallston with our two sons; David, 21 and Justin, 18, who both attend HCC; so the next time CPWN hands out a HCC Scholarship, please pick me! Oh, and what would my family be without our little girl, Eevee, a one year old Alaskan Husky. On my spare time, I love to cook and bake - okay get real; on my spare time I like to crochet and watch old re-runs of the Andy Griffith Show and Little House on the Prairie; and I am a huge "Days of our Lives" fan. I attend Mountain Christian Church where my faith means a great deal to me. Feel free to call or e-mail me anytime @ 410-679-2997 or kim-schmidt@hesshotels.com.



Kim Schmidt

Restaurant Review - The Tower Restaurant by Daniele Fleischer

The Tower Restaurant and Lounge, located at 20 S.Main St (410 838 8007).

During our monthly meetings, the Newsletter Committee has found that the large round tables in the main dining room keep our working lunches very comfortable. The service is good and the menu offers a variety of selections at moderate prices. The host and owner, Renato Buontempo, and his management team have made quite a few changes since they acquired the old Red Fox.

Renato, told us that they now can accommodate a party of 400 on the third level. In addition, they offer smoking and non-smoking bars in different areas of the restaurant. Roof-top entertainment includes a bar, large screen TV, and movie screens all enclosed and heated in the winter.

On the lower level, you can hold a small function with 20 guests or a larger function with up to 72 guests. Your guests may enjoy breakfast, lunch or dinner, served buffet style starting at \$12.00 and ranging to \$30.00 per person. These buffets include everything from bagels and pastries, to Prime rib, pasta, veal and seafood.

On the main floor, there are four areas are offering food and drinks, from the busy smoking front bar where business patrons meet for happy hour, to the large booths that accommodate the lunch crowd. You can enjoy an appetizer from \$5.95 for mozzarella sticks or Daniele's favorite, Eggplant rollatini for \$8.95. Other favorites include spiced steam shrimp, sautéed seafood combo or crab toast. The back Bar is smoke free and a lot quieter, but offers the same drink choices, lite fare, and meals.

Many of our CPWN members enjoy the Tower. For lunch, the center cafe, with naïve wall paintings and large booths, was the original rendezvous for Sharon Epple, Marge Pearce, Nancy Laudenslager and Daniele Fleischer. This was where we worked on the news letter before we grew in size and moved to the formal dining room.

In conclusion, the Tower restaurant offers a large menu to accommodate all tastes and pocket books. You can experience casual dining for a quick drink, snack, or place to watch a sporting event, to elegant dining including a piano player that is available at certain hours.

Parking is available after banking hours at BB&T, or anytime in the public parking area behind the restaurant.

Bel Air has seen an exciting revival of night life with several new and renovated bars and restaurants. We now have many choices to pick from, and the Newsletter Committee would love to hear any reviews or comments that you may have. Please send any reviews to pouliguen@aol.com.

CPWN Member News & Announcements

Brides Against Breast Cancer Update

Bridal gowns were hanging everywhere in the Aberdeen, Abingdon, and Bel Air Curves clubs. The Mid Atlantic Curves raised \$48,767.00 and with a matching grant from Curves International, raised a total of \$97,534.00. We cleaned our closets of wedding gowns that we would no longer wear; donated them for resale to brides-to-be who bought these beautiful dresses and accessories at very reasonable prices; and the proceeds of the sale were donated to women who are terminally ill with breast cancer so that they can have a special wish come true. Those amazing Curves women did it again!

Greetings From The Membership Committee!

We are just so excited with all the guests that have been joining us for our monthly luncheons and all the new members who have recently decided that this is the place to be! Thanks to all of you; our members' list is growing by the month! For those of you who don't attend each monthly luncheon, we miss you and your cheerful self; don't forget about all the networking leads that you are missing out on! Until next time, wishing you much successful with your business endeavors! Merry Christmas and Happy 2007!

Thomas Benefit Services to Merge with David G. Pace, Inc.

Thomas Benefit Services, Inc. is pleased to announce a merger with David G. Pace, Inc. to become Pace Thomas Benefit Services. TBS, Inc. will be moving their offices in mid-December to 137 E. Broadway, Bel Air, MD 21014. Lauren Thomas, owner of TBS, Inc. is excited about this positive and timely move forward for her corporation. TBS, Inc. has experienced tremendous growth in the past 18 months, and this opportunity provides a number of experienced staff that will enable her to continue to provide the superior customer service that has been such a contributing factor to the company's growth. The phone number will remain

410-939-0000, 410-939-5216 and 866-939-5216. Effective January I, the new website will be www. pacethomasbenefits.com, and Lauren's new email address will be Lauren@pacethomasbenefits.com.



Holiday Giving Opportunity

Mason-Dixon Community Services is once again sponsoring the Harford County Holiday Giving Program. Last year we coordinated the adoption of more than 2,500 low-income households during the holidays and anticipate sponsoring even more families this year. As a sponsor, we ask that you provide the holiday meal and gifts, where appropriate and arrange for delivery or pick up of the gifts with the family. Anyone interested in sponsoring a family should contact us at 410.452.9025

If sponsoring a family seems too overwhelming, we are also collecting gift cards to stores such as Wal-Mart, Target, etc., to

The Entrepreneur's Club Coming to Harford County

The newest chapter of The Entrepreneur's Club of America is coming to Harford County! The group is open to all business owners and Presidents/CEOs. Meetings will be the 2nd Wednesday of each month at 11:30 at Vitale's in Edgewood. Go to www.bhentclub.com. Our first meeting is on December 13th!

Harford Leadership Academy Deadline Approaches February 2, 2007

Interested in participating in the Harford Leadership Academy next year? Deadline for submitting applications is approaching! To learn more and to apply, please contact Pat Hogan at Harford Community College at 410-836-4176 or visit www.harford. edu/hla.

Almost Famous Pumpkin Pudding

By Nancy Laudenslager, Curves and Sun Spa

If you love pumpkin pie, than you will appreciate this recipe. I adapted it from the recipe Famous Pumpkin Pie. This is healthier with a lot less calories, fat, sugar, but absolutely more yummy. What a great way to get lots of Vitamin A!

³/₄ cup sugar
l tsp. salt
3 tsps. ground cinnamon
l ¹/₂ tsps. ground ginger
l tsp ground cloves
l cup eggbeaters (equivalent to 4 eggs)
l can (29 oz.) 100% pure pumpkin
2 cans (12 fl. oz. each) evaporated skim milk

Mix sugar, salt, spices in small bowl. Slowly beat eggs, pumpkin, sugar-spice mixture together. Gradually add milk. Spray cooking oil around the bottom and sides of a 2 quart baking dish before pouring in pumpkin mixture. Bake in preheated oven at 350 degrees for about 45 minutes. When testing, a knife should come out clean from pudding, Eat warm or cold. Scoop out pumpkin pudding into individual dessert dishes. A small dollop of fat free whip cream sprinkled with cinnamon makes it extra special!

assist us with those families who do not have a sponsor and for our Senior Giving Program. All participants in our holiday programs are screened for income-eligibility and we work very closely with other giving programs such as the Empty Stocking Fund and the Salvation Army to avoid any duplication of services. Please mail your gift cards to Mason-Dixon Community Services, P.O. Box 34, Street, Maryland, 21154. Our agency is a 501 (c) (3) non-profit agency and your donation is tax deductible. For more information about our Holiday Giving Programs, please contact Barbara Richardson at 410.452.9025.

2007 Standard Mileage Rates Released

WASHINGTON, Nov. 2, 2006 — The IRS has issued the 2007 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

Beginning Jan. I, 2007, the standard mileage rates for the use of a car (including vans, pickups or panel trucks) will be:

48.5 cents per mile for business miles driven,20 cents per mile driven for medical or moving purposes, and14 cents per mile driven in service to a charitable organization.

The new rate for business miles compares to a rate of 44.5 cents per mile for 2006. The new rate for medical and moving purposes compares to 18 cents in 2006. The primary reasons for the higher rates were higher prices for vehicles and fuel during the year ending in October.

The standard mileage rates for business, medical and moving purposes are based on an annual study of the fixed and variable costs of operating an automobile. Runzheimer International, an independent contractor, conducted the study for the IRS.

The mileage rate for charitable miles is set by statute.

A taxpayer may not use the business standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS), after claiming a Section 179 deduction for that vehicle, for any vehicle used for hire or for more than four vehicles used simultaneously.

Revenue Procedure 2006-49 contains additional information on these standard mileage rates.

This article was contributed by Melissa Barnickel, CPA, CLTC, CSA, Long Term Care Insurance Specialist, Comprehensive LTC Group, LLC. For more information, contact Melissa at 410-557-7907 or melissa@compltc.com.

customer service she was getting at the "big box" stores - and

she didn't just whine - she did something about it. In 2005, she

personalized service, a quality product, and fast turnaround – all at a fair price. Debbie treats every piece of her customer's artwork

opened FastFrame of Bel Air, a custom framing and memory

preservation shop that prides itself on delivering superior

Three CPWN Members Profiled in Governor's Magazine

Congratulations to three CPWN members (Roberta Clay, Debbie Woolford and Patty Desiderio) for being profiled in the first magazine published by GOMA (Governor's Office of Minority Affairs). The magazine, titled Inclusion, is dedicated to all of Maryland's small, women and minority business owners.

The photo essay profiles only 50 of the state's more than 200,000 women and minority business owners. The diverse business

owners were picked because they are risk takers, dedicated to building a legacy for their families and for serving their clients and communities.

Roberta Clay, President, of Small Business Services, Inc. started her business in 1990. Entrepreneurship is in Roberta's blood. Her grandfather owned a taxi company at the turn of the century, originally providing



Roberta Clay, Patty Desiderio, and Debbie Woolford

as if it's her very own. Debbie is building her business with great customer service and even offers a 30-day design guarantee. If a customer is not happy with the results for any reason, the shop will redo the piece for free.

> Patricia (Patty) Desiderio, Founder and President of Patty's Gifts and Baskets LLC started her business in 2002. Patty's business is for those times when a simple thank you is not enough to show your clients and employees how much they mean to you. Patty's Gifts and Baskets supplies more than

horse and buggy service and eventually becoming one of the first African-Americans to own a Ford car. Small Business Services is a one-stop provider of services for small businesses. Although they specialize in bookkeeping and financial management, their expertise allows them to advise businesses on all facets of their operations from developing filing systems, to marketing, to personalized business forms. Roberta is proud of her company's growth from an office in her home to her current space containing five offices and a conference room.

Debbie Woolford, Owner of Fast Frame in Bel Air started her business in 2005. Debbie was tired of the impersonal 400 items (domestic and international) to help her corporate customers with customer appreciation programs, customer referral programs and marketing campaigns. Patty had always wanted to own a business but could not seem to find a niche until she bought a sick friend a basket of goodies which led to her starting her own gift company. Patty received the 2004 Bush Award for Entrepreneurial Spirit and is a WBE (Women's Business Enterprise).

This article was contributed by Patty Desiderio. For more information, please contact Patty at pattysgiftsandbasketsrus.com or call 410-638-6918.

Anna's House Wish List

Providing Hope for a Better Life

Anna's House is in need of the following items to help support the families in their care. If you are able to give any of these items, please contact them at 410-803-2130 to arrange drop off.

Cleaning products Kitchen trash bags Clorox wipes* Shower bodywash* Shampoo Ziplock freezer bags & sandwich bags* Plastic Solo cups* Laundry detergent* Paper towels and toilet paper Storage containers Twin comforters/twin sheets Towels Feminine products Lysol Batteries

*Indicates greater need *Gift cards are appreciated (Target, grocery stores, etc.)

Volunteers are always welcome! Thank you!

Give to The Arc Holiday Fund

For more than 50 years, The Arc of Northern Chesapeake Region Holiday Fund has depended on the support of our community to help brighten the holidays for our friends in need. The Arc Northern Chesapeake Region offers support to over 400 individuals with developmental disabilities and their families.

All proceeds from the Holiday Fund go directly to people in financial need receiving services at The Arc who have no immediate family.

Your generous cash or gift card contribution will bring peace and joy to people in your community in the following ways:

- An art class for an aspiring artist
- A fitness class for someone who wants to improve their stamina
- A night out at a local restaurant or movies
- Toys for a toddler
- · New athletic shoes for walking or exercising
- Tickets to the theater
- A special holiday dinner
- An activity for a senior or individual who is retired
- · New clothes for a special holiday event with family and friends
- A warm winter coat

To donate your gift, please contact Elaine Orbino at 410-879-6785.

Tips to Survive the Holidays

1. Save time and "hand cramps" by **printing address labels** for your holiday cards. Once set up in Word this is easy to make changes and utilize each year.

2. **Set a budget** for what you want to spend, and stick to it. The holidays should be about people and quality of time - not the quantity and price of gifts.

3. **Utilize the computer.** What better way to shop than in your pajamas? Many sites offer free shipping at this time of the year, and gifts can even be sent directly to those out of town recipients.

4. Gift certificates are great gifts when you don't have the time or ideas - many teenagers enjoy getting exactly what they want on their own.

5. **Don't do all the cooking.** If you are hosting a holiday meal, go pot luck. Have everyone contribute a dish to the meal - have them choose an appetizer, entree, side dish, salad or dessert so that you can assure you have all courses covered. You are not only freed from the stove, but also can sample others' recipes!

6. **Start early** - begin planning the holidays in January each year. This is a time when you can reflect back and remember what people liked and how to change what needs to be changed for the following year. Create a list of ideas for each person and buy all during the year when sales occur. Buying at the end of the season reaps great bargains.

7. Shop the day after Christmas for discounts on cards, wrapping paper, decorations and more for next year. Most items are marked at least 50% off!

8. Create a tradition. Each year

our family has a day trip to cut down trees - it's a fun day and always great to look back at the

photos we take and relive the wonderful memories.
When putting away your holiday decorations, group them by category and don't forget to label them - tree

decorations, mantle decorations and stockings, cords, etc. Have a "first open" bin which will contain items such as holiday cards.

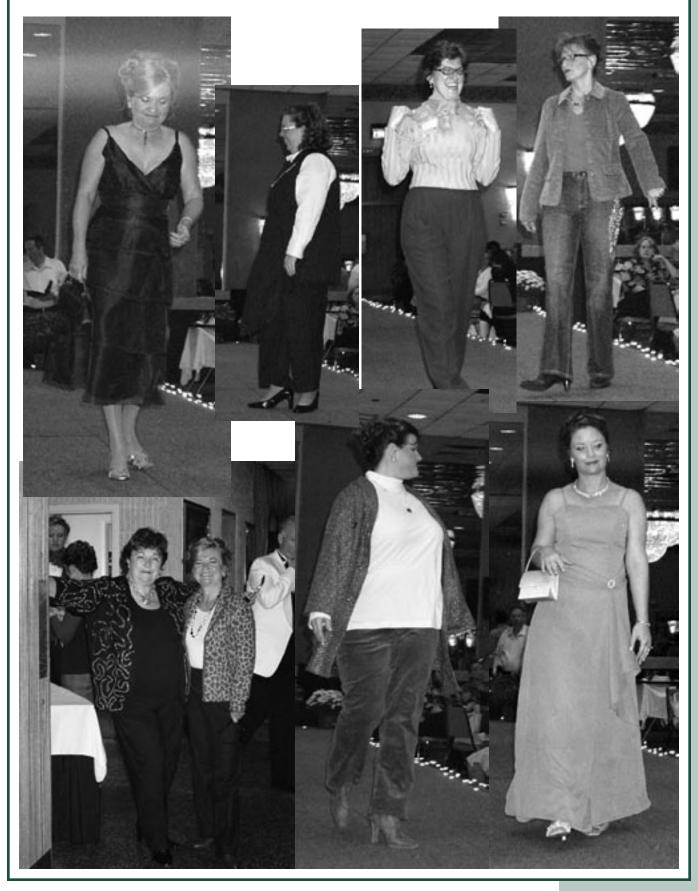
10. Remember to get back to what the holiday truly means - enjoying the company of friends and family! Don't focus on perfection, learn to be in the moment and be grateful for all we have in this wonderful country!

Holiday blues is when you can't be with those you love -- holiday stress is when you are.

This article was contributed by Rose Zappa Jehnert, Get It 2gether Organizational Services. For more information, contact Rose at rose@getit2gether.com, call (410) 557-0497, or visit her website www. getit2gether.com.



8th Annual CPWN Fashion Show - Better than Ever!



Enhancing the personal and professional growth of women in the Harford County area.



Chesapeake Professional Women's Network, Inc.

CPWN Member News

Publisher The Chesapeake Professional Women's Network, Inc.

Assistant Publisher Daniele Fleischer

Editor The CPWN Newsletter Committee

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Welcome New CPWN Members!

Gail Casazza President Hometown Plumbing Services, Inc.

301 Barrows Court Havre de Grace, MD 21078 Phone: 410-939-9535 Fax: 410-942-0042 Email: gailywhale@aol.com Web: www. hometownplumbingservices.com Business Description: Plumbing CPWN Member Category: Plumbing Services

Connie S. Donato President PromoLogic, LLC 116 Loretta Way Forest Hill, MD 21050 Phone: 410-420-7508 or 443-528-8020 © Fax: 410-420-7509 Email: promologic@comcast.net Web: www.gopromologic.com Business Description: Promotional Products CPWN Member Category: Promotional Products

Karen Ferguson Insurance Agent AFLAC 3017 Cool Branch Road Churchville, MD 21028 Phone: 443-807-8479 Fax: 443-582-0054 Email: karen_ferguson@us.aflac.com Web: www.aflac.com Business Description: Insurance CPWN Member Category: Insurance

Bonnie Hardy and Debbie Haywood Co-owners Two Sisters Contemporary Art Gallery 328 South Main Street Bel Air, MD 21014 Phone: 410-420-9496 Fax: 410-838-8110 Email: debbie@two-sisters.com Web: www.two-sisters.com Business Description: American Craft Gallery CPWN Member Category: Retail

Suzanne Streeter Editor, Prime Times Chesapeake Publishing 214 West Bel Air Avenue Aberdeen, MD 21001 Phone: 410-273-9220, Ext. 420 Fax: 410-272-8042 Email: sstreeter@chespub.com Web: www.chespub.com Business Description: Publication CPWN Member Category: Media/ Publications

Marlene Milton Realtor/Sales Professional Coldwell Banker Residential Brokerage 3715 Deer Chase Court Abingdon, MD 21009 Phone: 410-671-7759 Fax: 410-515-0301 Email: marlenemilton@mris.com Web: www.cbmove/marlene.milton Business Description: Real Estate CPWN Member Category: Real Estate

Arletha (Candy) Myers Realtor Coldwell Banker Residential Brokerage 5 Bel Air South Parkway, Suite 1535 Bel Air, MD 21015 Phone: 410-515-0300 Fax: 410-515-0301

Email: crmyers@cbmove.com Web: www.cbmove.com/arletha. myers Business Description: Real Estate CPWN Member Category: Real Estate

Theresa M. Lewis

Business Manager Total Urgent Care 2719 Pulaski Highway, Suite 3 Edgewood, MD 21040 Phone: 410-612-0374 Fax: 410-612-9174 Email: tlewis@totalurgentcare.com Web: www.totalurgentcare.com Business Description: Healthcare CPWN Member Category: Healthcare/Senior Care







Chesapeake Professional Women's Network, Inc.

January 2007 Meeting

Tuesday, January 9, 2006

11:30 am—1:30 pm

The Clarion Hotel 980 Hospitality Dr. Aberdeen, MD 21001 410-273-6300

Member \$18 Non-Members \$23

Register by Noon, January 5, 2007

Call 410-297-9722, Email: cpwn@getbenchmark.com, or register on-line at cpwnet.org.



Meeting Speaker

Alex Wilson System Source "Internet Safety" 338 Clubhouse Rd. Hunt Valley, MD 21031 410-771-5544 #4312



Meeting Sponsor

Jennifer Lewis Lewis Web Creations P.O. Box 1392 Abingdon, MD 21009 410-569-9963

Advance reservations are required for all CPWN meeting events and must be received by 12:00 Noon the Friday before the meeting. We regret that meeting accommodations will not allow us to accept walk-ins and reservations received after the reservation deadline.

| | Yes, I would like to attend the January 9th meeting |
|----------|---|
| | \$18.00 Members/\$23.00 Non-members |
| Pa | ayment Enclosed \$ Ck.# (Make check payable to CPWN.) |
| | Vegetarian meal requested |
| Membe | r Name |
| Company_ | |