



# Newsletter

Chesapeake Professional Women's Network, Inc.  
Building Relationships. Growing Businesses.

APRIL 2011

### WELCOME ..

to the all new E-Newsletter! We welcome your input and ask that you send any feedback to the editor at [Melissa\\_harbold@ml.com](mailto:Melissa_harbold@ml.com)

Want the hard copy?? Just hit PRINT!

**This Issue: Reconnect with the Great Outdoors**

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CPWN  
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## April Meeting Speaker: Margie Bonnett, Sandler Sales

Margie Anne Bonnett is one of the first women Maryland Microsoft Certified Network Engineers and Microsoft Certified Trainers. Companies she consulted and worked for include Johns Hopkins, Northrop Grumman, T.Rowe Price, Aberdeen Proving Grounds and more. She instructors in the Towson University Business School and she joined forces with her father where they operate the Baltimore Sandler Training Institute.



Don & Margie Anne Bonnett  
Sandler Training President & Vice President  
A Dad & Daughter Team

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## Meeting Sponsor:

## Dawn Rowles with First Act Accounting Services

Having graduated from University of manufacturing, service and retail. All Baltimore in 1987, Dawn Rowles and this experience has given her a unique edge in understanding a vast array of accounting methods. Dawn is also a Certified QuickBooks Pro Advisor, which gives her the ability to train business owners and employees in QuickBooks®, as well as guide and assist in the ongoing use of this powerful accounting package.



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# President's Message

Spring is here! I am so ready for some warm weather. I have to say that the first quarter just flew by. Hopefully second quarter will prove to be even better than the first. We have had a wonderful start to the New Year here at CPWN. We have had some great speakers and record breaking attendance; both have proven to be keys for some fabulous events.

Speaking of fabulous events, our March networking event was held at Bonefish Grill in Bel Air and we had over 130 people in attendance. We haven't had that many people since Kendal Ehrlich spoke several years ago! We had two full hours of networking ourselves and our businesses and it was well worth the time invested. The food was wonderful and the networking was topnotch! Thanks to Lorrie Schenning, our Past President, I was able to try out our new microphone system. I will admit that I still need just a little practice. I will be sure to work on that for our next event. We have sure come a long way in last fourteen years! From just a small group of women determined to create a networking group in Harford County to over 200 powerful women! Congratulations Ladies on a job well done over the years. I am very proud to be a part of such a wonderful group of women. I would also like to thank our sponsor Kathy Walsh of Jigsaw Marketing Solutions for providing a great marketing presentation and some great door prizes and to Bonefish for the excellent service provided.

As many have heard me say time and time again, it is really important to stay focused on your goals so that you can insure your success. Events like this give you that extra incentive to achieve those goals. For those of you who may have missed this event but still want to make the most of all your opportunities for success, feel free to join us in the future as we still have plenty of events to help you achieve your goals. If you are unable to join us for this event, you can catch our April event on April 12 from 11:30-1:30 at Wetlands in Aberdeen. Our speaker is Margie Bonnett, a sales and marketing guru and our sponsor is Dawn Rowles of First Act Accounting.

Have a Happy Easter Ladies!

*Mary Ann*



## BOARD OF DIRECTORS

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## EVENT CHECK IN

For record keeping purposes, please remember to check in at all events, even if you have pre-paid.

## The Best Time To Plant Flowers in Maryland

<http://marylandgardening.blogspot.com/2010/03/best-time-to-plant-flowers-in-maryland.html>



Each type of plant has specific requirements to thrive and grow in your garden. This begins with the decision of when to plant your flowers. Creating a healthy, beautiful garden requires thought and planning that includes choices of plants, evaluation of sunlight and soil drainage. There's isn't any single cared in stone best time to start planting flowers. Planting too early will strain the plants with exposure to heavy rain or frost. Planting too late will stunt growth.

### Weather

Ultimately, weather dictates the best time to plant both annuals and perennials. However, plant needs differ. Heavy spring rains can smother a plant with too much moisture causing root rot. Continual days of rain don't allow enough exposure to sun to help a budding plant thrive. Planting before the final frost can drastically harm the new leaves of bedding plants, causing curled leaves and frost burn that permanently damages the plant. It's best to allow the soil to rise to a temperature of 60 degrees before planting tender annuals such as petunias, geraniums and marigolds.

### Annuals

Nurseries grow annuals in a controlled environment inside a greenhouse. As a result, the annual plants that you see and purchase have been nurtured under optimum conditions for growth. These plants have been protected from cold, wind and excessive rain. You're buying the healthiest plant possible and you need to maintain that health for long term blooms. Annuals cannot handle frost at all nor can these bedding plants handle cold temperatures. Annuals should always be planted after the danger of frost completely passes. If a late frost sneaks up on you, cover your annuals with sheets or newspapers to protect the plants.

### Perennials

Perennials grow and thrive quite differently than annuals. These plants can remain in the ground throughout the seasons without much interference from humans. Temperature changes, frost, wind, cold and snow don't really affect a slumbering perennial plant. When the plant decides the time is right, it will form shoots and begin to grow. Hostas are the perfect example of a perennial that pops up on its own terms when the time is right.



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Remember to "Like" CPWN on Facebook  
so you can follow all of the latest news!

## MEMBER NEWS & ITEMS OF INTEREST

### COMMITTEE CHAIRS

#### Ambassador & Membership

Liz Hopkins  
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#### Events & Meeting Speakers

Sandy Glock  
Open Door Café  
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#### Fashion Show

Wendy Lee  
Susquehanna Spine & Rehab  
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#### Publicity & Newsletter

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Membership Dues: \$85  
Meeting Sponsorship: \$150  
Plus door prize

[www.cpwnet.org](http://www.cpwnet.org)



**Clear Your Clutter Day** is April 30, 10am-2pm Harford Community College– Fallston Parking Lot FREE!! One Stop to drop off for Harford County residents to clear the clutter in their homes. They will be accepting Computers, Electronics and scrap Metal recycling. Clothing and household goods in good condition, books in good condition, cardboard boxes, plastic bags, cell phones and eye glasses.

For more information [clearyourclutterday.org](http://clearyourclutterday.org) or 443-904-5412. Check us out on facebook: [facebook.com/sapparisolutions.com](http://facebook.com/sapparisolutions.com) Or contact Nettie Owens @ **Sappari Solutions, LLC**

**Point Breeze Credit Union Scholarship:** Point Breeze will be rewarding **TEN** \$1,500 scholarships this year to current members who will be entering their freshman year of college in the fall of 2011. All applicants must be post marked by April 29, 2011 to be considered for the award.

#### **Wells Fargo Advisors:** Document Shredding Day

Wells Fargo Advisors, in conjunction with Harford Habitat for Humanity, will be hosting a Document Shredding Day on Saturday, May 7, 2011 from 9:30 am to 11:00 am.

Wells Fargo Advisors has a mission to keep our clients safeguarded against identity theft. In the spirit of that mission, we will have an onsite shredder at our South Main Street office in Bel Air. for the convenient shredding of your financial, legal, or tax documents. The event will take place in the parking lot behind the building. Please come by and take advantage of this complimentary service!

For further information, please contact Libby Plunkett at 410-638-9333

Congratulations to **Libby Plunkett** and **Laura Henninger** who were recently named to the Baltimore 2011 FIVE STAR Wealth Managers.

The 2011 FIVE STAR Wealth Managers are an elite group, representing less than 5% of the wealth managers in the Baltimore area.

Libby was selected in the area of investments and Laura was selected in the area of estate planning



*Continued from Front Page*

In May of 2009, Dawn founded *First Act Accounting to deliver value and efficiency to today's cash- and time-strapped business owners, providing **accounting services** when and where they're needed. First Act specializes in providing advice, training and support on the accounting systems that best meet the needs of small businesses.*

**The question most often asked of Dawn and First Act: I have a bookkeeper (or I take care of my own records).**

**And I have a tax accountant. So why do I need First Act Accounting?** *Separate from but complementary to bookkeeping and tax preparation services, First Act Accounting specializes in providing advice and training on the accounting systems that best meet small business needs.*

*Her professional CPA knowledge combined with our expertise with tools such as **QuickBooks®** empower businesses to better assess and **improve profitability** — and to be better prepared to file taxes, pursue financing, sup-*

*ply records and meet other accounting requirements.*

Spend less time on accounting and more on growing your business with First Act Accounting!

Dawn is also very active in the community. Having received the honor of Volunteer of the Year in 2009, Dawn is very passionate about her work at SARC, a local organization supporting victims of sexual assault and domestic violence in Harford County and the surrounding areas. She was also nominated for Cecil County's first ever Athena Award just this February. Dawn lives in Forest Hill, and is an incredibly proud mom of two amazing kids! Her daughter Alex is a sophomore at Frostburg State University studying Elementary Education. Her son Jesse started his college journey this past fall and has chosen Physics and Astronomy as a double major at Lehigh University in Bethlehem, Pennsylvania.



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Some nurseries grow perennials outdoors for this very reason. Perennials are conditioned to grow under different circumstances than annual plants. Most nurseries grow perennials in a container although bare root perennials with the dirt washed free of roots are also available. Bare root perennials need special care and warmer soil temperatures. Standard potted perennials need a week to acclimate to new weather conditions. Protect the plant from wind and frost for this first week and then transplant it into the ground.

### Seeds

Seeds occupy a whole different arena of plant care. Seeds should be started inside, if possible, in peat pots or small cups filled with potting soil. During the first 7 to 10 days, seeds need moisture and warmth but not direct sun. Starting seeds inside provides a controlled environment to protect these tender plants from harm. It's certainly possible to plant seeds in the ground for both flowers and vegetables. Plant seeds directly into the ground after every danger of frost is past.

### Ask for Advice

Always check the labels for the appropriate care for each plant you purchase and transplant. If you have any questions, consult your local garden center for recommendations on the best times to plant any variety of flower in your garden, including vegetables. Your local nursery has the best advice for local climate and planting conditions. Use this resource to save yourself money and time to prevent planting too early and killing your fledgling plants.

Posted by S.F. Haron



## WOMEN HELPING WOMEN: A List of Organizations that CPWN Supports

**Athena Award** – CPWN is a sponsor of the Athena Award, which is an award recognizing women who demonstrate excellence in their business or profession, devote time and energy to the community and generously assist women in attaining their full leadership potential. Of the Harford County recipients of the Athena Award, we are proud that four are members of CPWN (Kim Wagner, Debi Williams, Sheryl Davis-Kohl and Content McLaughlin). For information, contact Pat Hogan at 410-836-4713.

**New Visions for Women** – A fun, power-packed day of workshops and sessions designed to energize and invigorate you and to celebrate women as unique individuals and as a collective force in the community. The annual event is held at Harford Community College. CPWN is a sponsor and member of the Committee, often our members are presenters.

**Anna's House** – A non-profit organization that provides transitional housing for women and their children and also offers case management, counseling, career skills training and employment assistance. To support Anna's House, CPWN sells the "Lucinda" Women and House Pins as a fundraiser at CPWN events.

**Open Doors Career Center** – A not-for-profit social services agency, whose mission is to empower individuals in need of life and employment skills by providing opportunities and resources to encourage them to discover the keys to their success. CPWN founded the "Bridge to Success" program and CPWN members donate appropriate business clothing to Open Doors. For information contact Robyn Burke at 410-638-0187.

**SARC-** "We work to end domestic violence, sexual violence and stalking to aid its victims and to create a society free from abuse and fear." We are Harford County's lifeline to both adult and child victims by providing: counseling, legal representation and a 28 bed safehouse. Over 2000 people a year turn to SARC for help. Call our 24 hour helpline at 410-836-8430 or learn how you can help at [www.sarc-maryland.org](http://www.sarc-maryland.org)

**Scholarship** – CPWN sponsors a \$1000 scholarship for Harford Community College, to be awarded annually to a "female student who exemplifies professionalism and commitment to the community", and who meets certain academic criteria. Funding is from special raffles and events. For information contact Mary Ann Bogarty at 410-638-2037.

**Bridge to Success** – This program was created by CPWN in conjunction with Open Doors to establish and maintain a fund used by Open Doors' clients to help them pay for unsupported expenses, such as child care, transportation, etc., in order to help them in their job search. Attractive "Bridge" Pins are available at \$20 each to support this program.

# Take Harford Outdoors

Outdoor activities abound in Harford County and spring is a great time to take advantage of them. Whether your passion is fishing, strolling, hiking or biking, you will find a variety of venues to enjoy. Situated at the top of the Chesapeake Bay and along the Susquehanna River gives Harford County access to many water activities. On any given day, you can spot sail boats, jet skis, power boats, fishing boats and water skiers enjoying the waters.

If you prefer a leisurely stroll, consider taking a walk along the promenade in Havre de Grace. Running from Tidings Park to Concord Point Lighthouse, this wooden walkway follows the coast and allows visitors a chance to observe a variety of water fowl feeding off the coast in their natural environment.

For those who desire a bit more of a challenge, Susquehanna State Park just outside Havre de Grace has an immense trail system that loops around the 2500

acre park for bird watching, horseback riding, nature hiking or mountain biking. There is a trail offering for everyone, ranging from a level canal path to steeper marked trails. While there you can also visit the historic Rock Run Grist Mill, Archer Mansion, and the Jersey Toll House. The Ma & Pa Trail in Bel Air offers a hike/bike trail that follows the course that the original Maryland and Pennsylvania (Ma & Pa) Railroad once ran. For those with a more adventurous spirit, hike up to the *King and Queen Seats* (a throne-like formation where, according to local legend, Indian chieftains sat in tribal council) for a wonderful view of the beautiful Harford County countryside. With over 11,000 acres along the Gunpowder River, Rock State Park is popular with both hikers and horseback riders.

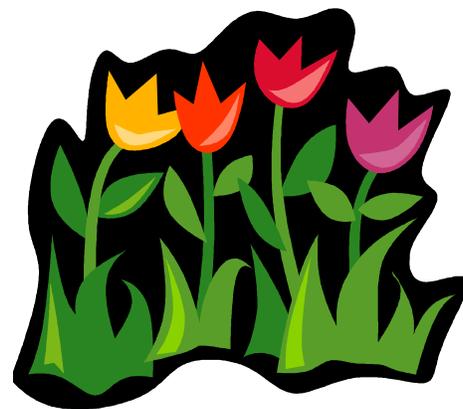
Article Submitted by Nikki Gorski of Catholic Charities

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If you've heard of "Detour Dave Sandler" to get you around "town", Detour Dave's father founded Sandler Training.

What's Sandler Training?

If you've ever received the "I'll think it over," or "I'll call you back" or "I have to run it by the committee", maybe it's time to figure a way to diffuse the response before it happens. Our motto, "If cold calling keeps business stalling, if prospecting makes you wail, then come visit us, we've got courses and coaching to creatively get sales."



# New Members

## Board Members At Large

### Board Members At Large

#### Sandy Glock

The Open Door Café  
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#### Melissa Harbold

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#### Andrea Kirk

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#### Carolyn Evans

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#### Wendy Lee

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#### Liz Hopkins

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#### Kim Zavrotny

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## Karen Hudson

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## Diane Marrapodi

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## Community Supported Agriculture

Local options for Community Supported Agriculture (CSA)

Community Supported Agriculture is a system in which consumers receive food directly from the farmers who produce it. But unlike a farmers' market system, supporters of community agriculture actually share in part of the farmers' risk.

That is, they pay in advance for a portion of the farmer's total crop. Crops that do well will be abundant in the share, crops that do less well will be less abundant.

For their part, the farmers have a stable income that doesn't depend on sunny weather on farmer's market days. When you join a CSA farm, you can become a "locavore" and enjoy the freshest produce throughout the season.

There are a number growers who offer CSA shares in Harford and Baltimore Counties. The Maryland Agriculture Web page (<http://www.marylandagriculture.info/>) provides a listing of CSA farms by county.

Article Submitted by Nikki Gorski of Catholic Charities

# CPWN's 2<sup>nd</sup> Annual Women's Night out

Tuesday May 10<sup>th</sup> 5:30-8:30pm

MD Golf & Country Club

To benefit Family & Children's  
Services

To purchase tickets visit

[www.cpwnet.org](http://www.cpwnet.org)

\$45 members \$55 non members

Prepare to be pampered.

#### Services provided by

Maryland Cosmetic Surgery  
Center

Jordan Thomas

Anytime Fitness

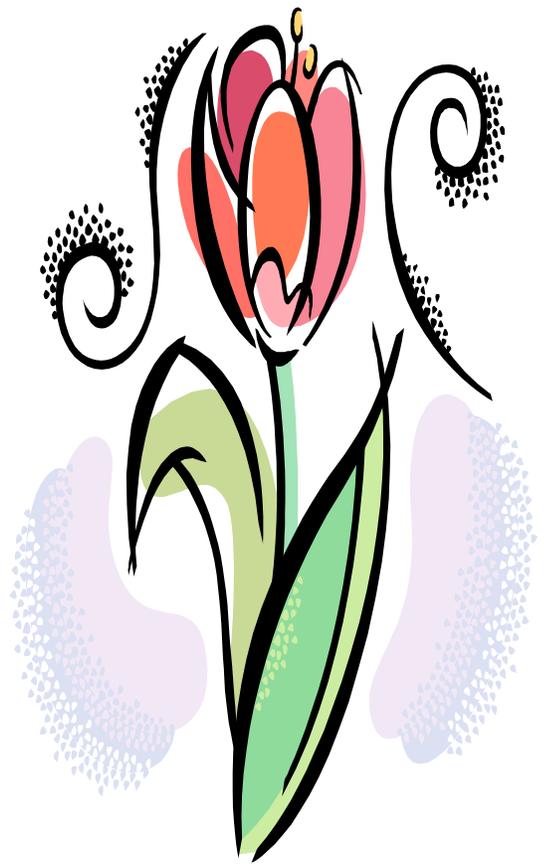
Susquehanna Spine and Rehab

Upper Chesapeake Health

Flavor Cupcakery

Coffee Coffee

Parris-Castoro Eye & Laser



## Fashion Show Corner

The 2011 Fashion Show Committee is in full swing organizing a fun & fashion-filled evening for members and friends alike. Sponsorships are available until April 30, 2011 and with prices ranging from \$250-\$2000, there's a way for almost any budget to support several of Harford County's most deserving organizations. We are still looking for committee members for our Silent Auction Committee, which raises the most money from any part of the Fashion Show with 100% of its proceeds going directly to these organizations.

If you can help, the next Silent Auction Committee meeting will be on April 11. The next Fashion Show Committee meeting is scheduled for April 14. For further information or details on meeting times and places contact Kim Zavrotny at 410-343-3000 or [monkton@evansfuneralchapel.com](mailto:monkton@evansfuneralchapel.com).

Remember to "like" us on facebook at CPWN Fashion Show so you can stay up to date on all the fashion show happenings



Chesapeake Professional Women's Network, Inc.  
Building Relationships. Growing Businesses.

## CPWN MEMBER BENEFITS

Monthly meetings to network and promote your service or product.

Advertising in our online membership directory with website and e-mail links.

Varying meeting dates, times, and locations to meet your busy schedule.

Topical speakers on issues pertaining to women and business.

Opportunities for women to support and mentor each other in both business and personal aspects of our lives.

Special events & Meeting Sponsorship

A monthly newsletter with calendar of events, networking tips, member updates, and articles of interest.



## UPCOMING EVENTS

### April Meeting

#### Wetlands

4/12/2011 11:30AM—1:30 PM

\$20 Mbrs/ \$30 Non-Mbrs

Speaker: Margie Bonnett,  
Sales and Marketing Guru

Sponsor: Dawn Rowles,  
First Act Accounting

### 2nd Annual Women's Night Out Maryland Golf and Country Club

5/10/11 5:30-8:30pm

\$45 Mbrs/ \$55 Non-Mbrs

Benefits Family and Children Services

rsvp at [www.cpwnet.org](http://www.cpwnet.org) or 410-297-9722  
Deadline is Friday before the event at Noon.

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