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***New Officers, Board
up for election***

The Chamber's annual election is underway. Officers nominated for positions include President Sharon Luetete, Vice President Gloria McJilton and Treasurer Kelly Bowman. The position of Secretary remains open. Deborah Cornely is expected to continue to fill the unelected position of Past President.

Nominees for 3-year terms on the Board of Directors include Bernice Sotaski, Gail Adams and Diane MacDougall.

The terms of current Board members Carol Sullivan, Justin Jones and Janet Rafky end in 2012, and the terms of Dolly McCoy, Amy Menzer and Phil Hanlon terminate in 2013.

Installation ceremonies for newly-elected officers and board members will be held prior to the Chamber board meeting on January 11 and official announcement of election results will take place during the Snowball Gala and Business Recognition Awards at Sparrows Point Country Club on March 3.



**Sharon Luetete,
President
North Point Self
Storage**



**Gloria McJilton,
Vice President
McJilton
Insurance**



**Kelly Bowman,
Treasurer
Bay Vanguard
FSB**



**Bernice Sotaski,
Board
The Patapsco
Bank**



**Diane MacDougall,
Board
Woman's Club
of Dundalk**



**Gayle Adams,
Board
Johns Hopkins
Bayview Medical
Center**

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Your Local
Businesses!***

**Check the Chamber website for more photos & info
www.dundalkchamberofcommerce.org**

*President's Message***DECEMBER 2011***From President Sharon Luetze*

*We at the Chamber wish all
our members and friends a very*

***Merry
Christmas
and
Happy
New Year***



Bay-Vanguard
Federal Savings Bank

Kelly Bowman
Branch Manager

(410) 477-5000 EXT. 11
FAX (410) 477-1020
kbowman@bayvanguard.com
www.bayvanguard.com

7114 North Point Road
Baltimore, Md 21219

Coming Events....

- **Thursday, December 8** - Annual Holiday Luncheon at **Sparrows Point Country Club** beginning at 11:30 a.m., featuring a buffet and entertainment by Great Expectations choral group from **Patapsco High School and Center for the Arts**. Basket raffles will also be held to raise funds for Chamber events. Reservations: \$15 for members, \$20 for guests. The holiday event is sponsored by the **Community College of Baltimore County**.
- **Wednesday, February 8** - Networking luncheon at **Poplar Inn**, Holabird Ave. and Merritt Blvd., from 11:30 a.m. to 1:30 p.m. A speaker from **Franklin Square Hospital Center** will give a talk in honor of National Heart Month. Reservations: \$15 for members, \$20 for guests.
- **Saturday, March 3** - Annual Snowball Gala and Chamber Business Awards at **Sparrows Point Country Club** beginning with cocktails at 6:30 p.m. and featuring a full course dinner and entertainment. Formal dress is optional. Reservations: \$65. Sponsors include the **Community College of Baltimore County** and **Johns Hopkins Bayview Medical Center**
- **Thursday, April 26** - Annual Teacher Recognition Awards, Martin's East on Pulaski Highway, from 5:30 to 8:30 p.m. For information about reservations, call the Chamber, 410-284-3700. Event sponsors include the **Community College of Baltimore County**, **Johns Hopkins Bayview Medical Center** and **Patient First**.

***Mark your
Calendars
....See You There!***

....What did you miss?

- **Thursday, September 15** - Networking at **M&T Bank** on Merritt Blvd. included delicious finger foods and an interesting overview of business banking offered by M&T representatives.
- **Thursday, October 20** - Members and guests enjoyed dinner at **Donna's Tavern** and John Bennett of **Bennett's Senior Services**, the evening's sponsor, offered an overview of retirement and financial planning.

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Networking at M&T Bank - Sept.

M&T Bank's Merritt Blvd. branch hosted a Chamber networking event in September. Vicki Taylor, VP and Commercial Branch Manager, gave attendees an overview of the bank's business services and introduced her team. Paul Rachetta, VP and Business Banking Relationship Manager, discussed the role of M&T in helping businesses with financing, citing Small Business Administration programs as a major part of their portfolio. Jeff Guthrie, Loan Officer, talked about how the bank can work closely with borrowers in advancing their business plans, and Joyce Lochridge, VP and Regional Security Manager, addressed the issues of check fraud and how to avoid losing money to counterfeit checks. Dundalk Chamber President Sharon Lurette thanked Vicki and her banking team for a lively and informative presentation.



M&T Executives who hosted the networking event included (from left) Paul Raschetta, Vicki Taylor, Jeff Guthrie and Joyce Lochridge.



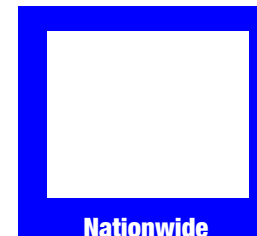
Chamber members learned how banks identify and track fake checks as well as other fraud detection methods. *photos by Dotty Cristy*

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Dotty Cristy from the Dundalk Chamber of Commerce drew the winning ticket for a flat screen HC TV.



Bay Vanguard Hosts Open House

Following major reconstruction work that began in 2010, **Bay Vanguard Federal Savings Bank** in Edgemere held Grand Opening ceremonies October 22 to welcome clients and friends to the bank's newly refurbished location at 7114 North Point Road.

The year-long construction project allowed the bank to expand into an adjacent store-front that formerly housed a Chinese carry-out.



Along with snacks and refreshments, attendees enjoyed face painting and a performance by **Bubbles the Clown**.

The expansion will allow Bay Vanguard to more readily accommodate its growing client base.

Grand Opening ceremonies featured food, snacks, an appearance by Bubbles the Clown and face painting for youngsters.

Employees on hand for Bay Vanguard's Grand Opening included (from left) Teller Keith Bowman, Vice President Savings Operations Denise Kuhar, Assistant Manager Lori Williams, Teller Allison Collier, Branch Manager Anna Knapik, Savings Operations Manager Kelly Bowman and President Carolyn Mroz.

photos by Dotty Cristy



Employees on hand for Bay Vanguard's Grand Opening included (from left) Teller Keith Bowman, Vice President Savings Operations Denise Kuhar, Assistant Manager Lori Williams, Teller Allison Collier, Branch Manager Anna Knapik, Savings Operations Manager Kelly Bowman and President Carolyn Mroz.



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Networking at Donna's Tavern- October

Chamber members and guests enjoyed a delicious dinner during a networking event at **Donna's Tavern** in October.

The evening's activities featured an address by John Bennett, whose business, **Bennett's Senior Services**, sponsored the event. Bennett's informative presentation included an explanation of the importance of financial planning for retirement and stressed the benefits of obtaining life insurance and of investing in index annuities to protect retirement portfolios from market declines while retaining the opportunity for long-term growth.

After the presentation, it was announced that new member Bob Wittstadt was the lucky winner of a Donna's gift certificate, and Chamber President Sharon Luetter won the drawing for a gas card donated by Bennett's Senior Services.



John Bennett addressed financial planning for retirement.



Chamber President Sharon Luetter with new members Bob Wittstadt and Rich Tempera of Kids First Swim Club.

Photos by Dotty Cristy

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Small Talk

● In September **M&T Bank** awarded a \$5,000 grant to Consumer Credit Counseling of Maryland and Delaware to enable CCCS to help area residents overcome financial crisis. CCCS has conducted hundreds of community outreach workshops involving more than 23,000 participants, counseled over 30,000 people on financial management and provided housing counseling to over 2,000 since 2010.

● Chamber office manager and **Century 21 Realty** broker Dotty Cristy attended classes at the Greater Baltimore Board of Realtors Convention in October and came home with a personalized caricature (left), a bottle of wine, an umbrella and a new camera, thanks to winning several drawings. Without knowing that her tag line at Century 21 is "Dundalk Dotty," the caricaturist included that name on his drawing. *continued on page 14*



Kids First Swim Club Grand Opening

New Chamber member **Kids First Swim Club**, 1518 Merritt Blvd., held a ribbon cutting to celebrate its grand opening on October 29. Members of the public were invited to tour the facility and observe ongoing swim classes. They were also treated to pizza and snacks and youngsters were encouraged to take part in a "Lucky Ducky" game. Robin Wetzell won a drawing for a free birthday party at the club.



Ribbon-cutting participants included (back, from left) Dan Muffoletto, **Del. Sonny Minnick**, Bob Wittstadt, **Councilman John Olszewski Sr.**, Fred Theiss representing **Senator Norman Stone**, Don Kennedy, Rick Tempera, (front, from left) Paul McDermott, Anne Tempera, Susan Wittstadt, Cheryl Muffoletto and Susan Kennedy. The Wittstadts, Temperas, Kennedys and Muffolettos are co-owners of the franchise.



Jonathan Croucher, pictured here with his mother, Dottie and Aunt Barbara Berg, is a member of Kids First.

photos by Dotty Cristy

Chamber Profiles

Dotty Cristy, Century 21 and Dundalk Chamber of Commerce

Personal

Dotty was born and raised in Dundalk and after graduating from Dundalk High School, she earned a certificate from Les Royale Beauty Academy and later graduated from the Grempler School of Real Estate. She has been married to Joe Cristy for 37 years and they have one son, Joe, who is married and living in North Carolina. Joe and Dotty are awaiting the arrival of their first grandchild this month.

Professional

Dotty recently retired after a 42-year career in cosmetology, but she maintains her position as a real estate sales agent, a job she has had since 1991. She is currently working with the local office of Century 21. Among her many other responsibilities, Dotty has served as the "do it all" office manager for the Dundalk Chamber since 2006.

Current Job title: Office Manager.

Favorite part of your job: Taking photos at Chamber events.

Least favorite part of your job: Getting members to pay their dues.
continued on page 11

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continued from page 10

Most serious challenge facing your business: The downward economy has had a negative effect on our membership.

Main benefit you derive from Chamber membership: I joined the Chamber in the late 1990's when it was the Dundalk Association of Business so I could meet other Dundalk business people. I have accomplished that goal.



Fun

Fantasy job: Being a famous photographer.

Favorite book: Anything by Janet Evanovich.

Favorite movie: *Erin Brockovich* or anything with Julia Roberts.

Favorite TV show: *Dancing with the Stars* and *Grey's Anatomy*.

Last (or favorite) vacation: A cruise to Bermuda several years ago.

Favorite quote: *You have one chance at life. If you want to do some thing, do it today. Tomorrow may never come.*
Billy Boone (my Dad)



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Welcome New Members

Comcast Spotlight

Victor Mudrick

5806 Woodcrest Avenue, Baltimore, MD 21215
cell 410-913-9373
victormudrick@gmail.com

Kids First Swim Club

Bob Wittstadt

1518 Merritt Boulevard, Dundalk, MD 21222
phone 410-285-0052 ● fax 410-285-0084
bwitts633@gmail.com

Leitner Insurance Group, LLC

Gene Leitner

2100 Merritt Avenue, Dundalk, MD 21222
phone 410-285-3743 ● 443-677-0478
gene@leitnerinsurancegroup.com

Resch Safe and Lock, LLC

Philip Resch

2247 Redthorn Rd., Middle River, MD 21220
phone 443-682-1850
reschsafeandlock@gmail.com

Jean Kettell Donates \$6,000 to Cancer Center

This past summer, the [Jean Kettell Studio of Dance](#) donated \$6,000 to the Children's Cancer Foundation. The money was raised through the Kettell dancers' production of Smiles, which was performed in the theater of the Dundalk campus of the [Community College of Baltimore County](#) in June. Pictured (from left) Dundalk campus Dean Carol Sullivan, Jean Kettell Gable, Children's Cancer Foundation president Shirley Howard and foundation executive director Diane Perry.



photo by Roland Dorsey,
courtesy of The Dundalk Eagle

Auggie Koch wins OC car award

[Dundalk Florist's](#) Auggie Koch, who has been an auto enthusiast for years, recently won a "Use It for All It's Worth" trophy during the 14th Annual Endless Summer Cruisin' event in Ocean City, MD. His 1966 Thunderbird is in original condition and is used frequently for trips around town. "That's what using it for all it's worth means," said Auggie.



photos by Dotty Cristy



photos by Dotty Cristy

Member Businesses Relocate



[Bennett's Senior Services](#) has moved from 1541 Merritt Boulevard to 7835 Wise Avenue in the Wise Avenue Professional Center.



[Century 21 Horizon Realty](#) has relocated to 7542 Holabird Avenue, across the street from its former Holabird Avenue location in Merritt Park Shopping Center.

photos by Dotty Cristy

Small Talk

continued from page 9

● In response to a Chamber request asking for businesses to volunteer to host donation boxes for non-perishable food to help stock **Johns Hopkins Bayview Medical Center's** emergency food pantry, Kathy Woodell of **Coldwell Banker Residential Brokerage** in White Marsh wrote to let the



Beth Rosborough with the Community Relations Dept. of Hopkins Bayview visited the Chamber office to gather non-perishable food that had been collected by a number of local businesses. The donations are destined for Bayview's food pantry.

Chamber know that her office collects hats, scarves and mittens for school children in the Dundalk and Essex areas, along with food for the Manna Locker. Coldwell Banker also contributes warm weather clothing for St. Peter's Lutheran Church to distribute at its soup kitchen. Through mid-November, donation boxes for Bayview were located at Chamber headquarters, and at **The Dundalk Eagle, Dundalk Renaissance Corp., M&T Bank, North Point Self Storage, and Toland and Company**. For those who may not have had the opportunity to drop off food donations to boxes located at area businesses, both Bayview's food pantry and the Manna Locker welcome donations throughout the year.

Gavel Presented



Following the September board meeting, Chamber Vice President Gloria McJilton (r) presented a plaque to Deb Cornely commemorating her service as Chamber President in 2009 and 2010.

photos by Dotty Cristy

● Historic Dundalk Holiday Hoopla will take place on Saturday, December 3, in Dundalk Village Shopping Center. Sponsored by the **Dundalk Renaissance Corp.**, the festival will include a visit to the annual Holiday Train Garden, which is open from Noon to 8 p.m. in the Dundalk-Patapsco Historical Society at 4 Center Place. The DRC has also scheduled an Open House at 1 Broadship near the Village from 1 to 4 p.m. (The 1 Broadship property is one of the DRC's most recently renovated homes.) The area's annual Christmas Parade, sponsored by the **Dundalk-Eastfield Recreation Council**, will begin on Shipping Place at 4 p.m. and proceed to Heritage Park where there will be entertainment and youngsters will have the opportunity to meet Santa. The DRC's Holiday Cookie Tour will feature free cookies to visitors throughout the shopping center,

continued on page 15

Small Talk

continued from page 14

and the Living Toyland of Star Wars Characters for Toys for Tots will be held in Veterans Park with the 501st Legion, Defenders of the Force and the **Community College of Baltimore County**. While all this is going on, there will also be a Street Fair on Center Place that will feature crafts and family-friendly activities.

● The Chamber's "Welcome To Dundalk" sign (right) on Wise Avenue was restored in mid-November through the efforts of carpentry students at **Sollers Point Technical High School**. The restoration was funded by The Chamber and **The Dundalk Eagle**. The flower bed at the restored sign will be tended by **Duda Ruck Funeral Home**.



● In early November, Cable TV's Food Network conducted filming at **Boulevard Diner** on the corner of Merritt Boulevard and Wise Avenue for the show *Diner's, Drive-ins and Dives*. It was undetermined when the feature is scheduled to air.

● The first floor of Building K on the Dundalk campus of the **Community College of Baltimore County** is on its way to becoming a welcoming "Main Street" area for the campus community. The approximately \$6 million project began in December 2010 and is expected to continue through 2012. An expanded library featuring three group study rooms and the campus Writing Center is now located in the area of the former cafeteria and bookstore. A renovated cafeteria will be located where the library was and will share lobby space with a new and improved bookstore. The four campuses of CCBC celebrated a milestone this year with the largest college-wide commencement ever. The Class of 2011 boasted more than 2,300 students who earned associate degrees and certificates.

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Send Your Business News

Chamber members are invited to submit items for publication in **Chamber Notes**. Information about expansions, location changes, grand openings, ribbon-cuttings, business-related awards or other considerable recognition for innovative services or products would be appropriate submissions. Items may be edited for clarity and length. Priority will be given to an item's timeliness and to the date it is submitted. Due to space considerations, items may be held for later publication provided they remain timely. The newsletter is printed quarterly in March, June, September and December.

***Deadline: February 16 for
items in the March 2012 edition***

Mail info (and photos, if appropriate) to:

Dundalk Chamber of Commerce

7233 German Hill Rd.

Dundalk, MD 21222

or email (jpegs, tifs or pdfs) to

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McJilton Insurance Services

Mary McWilliams, Secretary

Dundalk Florist

Bernice Sotaski, Treasurer

The Patapsco Bank

Deborah Cornely, Past President

The Dundalk Eagle

Board of Directors

Dolly McCoy

McCoy Appraisal Services

Phil Hanlon

Mars Supermarkets

Carol Sullivan

Community College of Baltimore County

Amy Menzer

Dundalk Renaissance Corporation

Janet Rafky

Franklin Square Hospital Center

Dave Hash

Johns Hopkins Bayview Medical Center

Diane MacDougall

The Woman's Club of Dundalk

Justin Jones

Duda Ruck Funeral Home of Dundalk

William Evans

General Counsel

Dotty Cristy

Chamber Office Manager

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Business 16-30 Employees	\$250	\$300
Business 31-50 Employees	\$300	\$350
Business 51-100 Employees	\$350	\$400
Business 100+ Employees	\$400	\$450
Non-Profit (schools, churches and community organizations)	\$125	\$150

Members who pay dues by January 31 qualify for the Chamber's lowest rates. Members who pay before May 1, 2012 will be listed in the Annual Membership Directory covering July 2012 through June 2013. Dues will be prorated for members who join after May 1, and their names will be included with all other members in the Chamber's online Directory.

Annual dues cover 12 months from January through December.

Dues Enclosed: \$ _____**Please send application and payment to:**

**Dundalk Chamber of Commerce
7233 German Hill Rd.
Dundalk, MD 21222
410-284-3700**

**Quick Look Schedule
of Meetings and Events**

- Thursday, Dec. 8** Board of Directors Meeting, **Sparrows Point Country Club** conference room, 9:30 a.m.
- Thursday, Dec. 8** Holiday Luncheon, **Sparrows Point Country Club**, 11:30 a.m.
- 2012**
- Wednesday, Jan. 11** Board of Directors Meeting, Chamber headquarters, 3 p.m.
- Wednesday, Feb. 8** Networking luncheon, **Poplar Inn**, 11:30 a.m.
- Wednesday, Feb. 8** Board of Directors Meeting, Chamber headquarters, 3 p.m.
- Saturday, Mar.3** Annual Snowball Gala and Business Recognition Awards, **Sparrows Point Country Club**, 6:30 p.m.
- Wednesday, Mar. 14** Board of Directors Meeting, Chamber headquarters, 3 p.m.
- Wednesday, Apr. 11** Board of Directors Meeting, Chamber headquarters, 3 p.m.
- Thursday, Apr. 26** Annual Teachers' Recognition Awards, **Martin's East**, 5:30 p.m.

**Event reservations may be made
by calling the Chamber at
410-284-3700**

**The Chamber offers affordable sponsorships for all events.
To sponsor an event, call the Chamber office
between 10 a.m. and 3 p.m Monday, Wednesday or Friday**

Visit us at: www.dundalkchamberofcommerce.org